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# Board of Trade Journal

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## *Front cover photograph*

A consignment of JCB excavators ready to be driven on board Thoresen Car Ferries' 'Viking IV' for shipment from Southampton to Le Havre. The machines are part of a large order for the French market. 'Already this year', states J. C. Bamford Excavators Ltd., 'sales of JCB equipment to France have totalled nearly £1 million'. Users of the Southampton/Le Havre route include many of Britain's major exporters, especially those selling in France, Italy, Switzerland, Spain, Portugal and Southern Germany.


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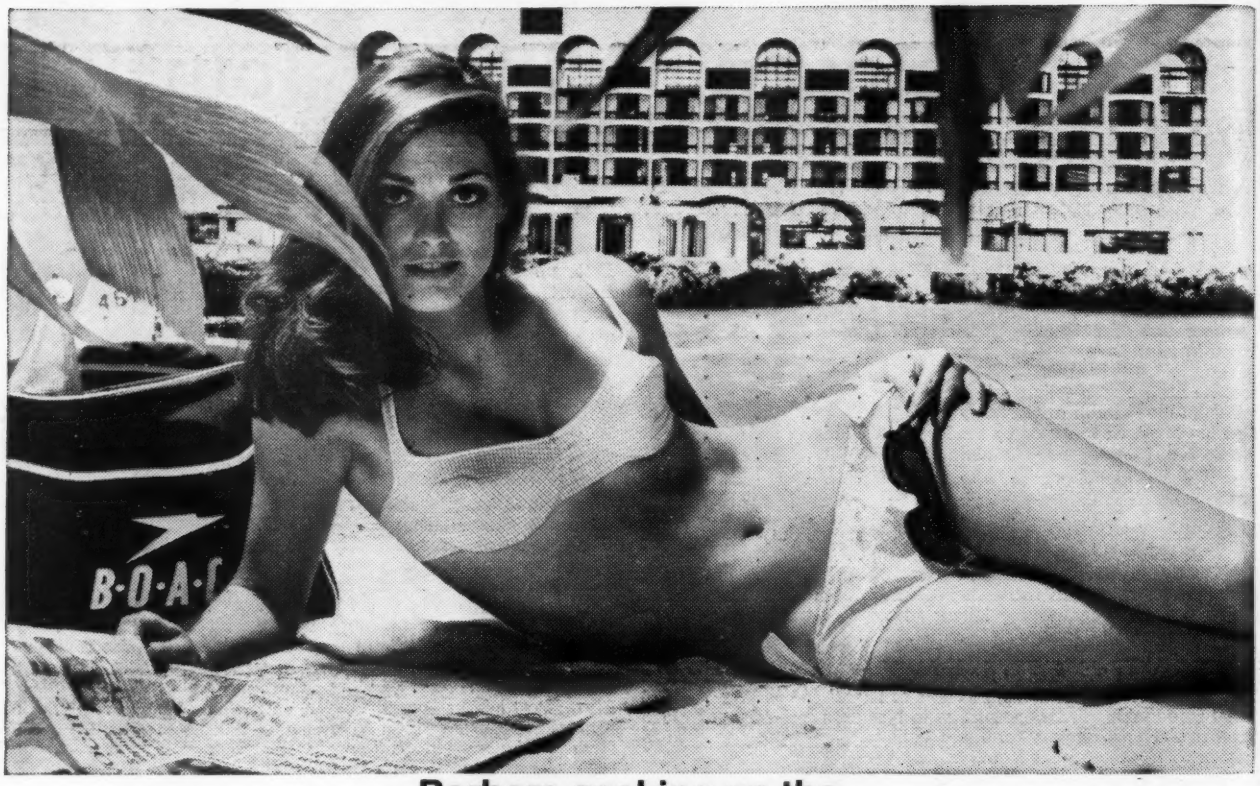


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# *Barbados—a friendly export market*

**by A. G. Elgar, Deputy High Commissioner at Bridgetown**

**This is the third article in a series which began on September 1 with 'The British Export Battle in the Caribbean', by J. R. M. Rocke, chairman of the BNEC Committee for Exports to the Caribbean. 'Jamaica, a first-rate British Market' was published last week. Future articles will feature Trinidad and Tobago, and Guyana.**

*A 60-ton Coles 'Colossus' owned by International Constructions Ltd., Bridgetown, played an important part in the recent rebuilding of Victoria bridge in the centre of the city. A good deal of British equipment was used for this job, including high tensile steel from British Ropes Ltd. and pre-stressing equipment from PSC Equipment Ltd.*

BARBADOS IS NOT a large place. In fact it is almost exactly the same size as the Isle of Wight but its population of almost 250,000 makes it one of the most densely populated parts of the Commonwealth. Unlike many of the neighbouring islands, Barbados remained exclusively in British hands from 1625 until Independence last year. It is probably this fact which accounts for the uniquely British atmosphere and traditions. As the Tourist Board claim: 'Barbados is a singular island'.

Traditionally, Barbados has been a source of sugar, and even today sugar, rum and molasses account for 20 per cent of the gross domestic product and about 60 per cent of total exports by value. Some 20,000 people are employed in season and 11,000 in the off-season. These figures are in addition to the 12,000 peasant farmers who grow sugar cane on a small scale. Nevertheless, it is increasingly realized that the Barbados economy is dangerously over-dependent on sugar and consequently it is the Government's firm policy to encourage crop diversification, tourism and light industry.

Barbados has for long enjoyed good and responsible Government and the standard of living is one of the highest in the Caribbean and Latin America. *Per capita* income has risen from EC $487.1 in 1960 to EC $654.2 in 1966. Thanks to emigration and family planning the population no longer threatens to increase at a crushing rate. The outlook, therefore, is favourable even though there is a balance of payments deficit and the growth of exports is not matching the growth of imports. However, because of the Commonweath Sugar Agreement, under which Barbados receives premium prices for the major part of her sugar crop; receipts from tourism; remittances from Barbadians who have emigrated abroad; and foreign investment capital, the overall balance is not unfavourable.

**Future prosperity**

Like all territories in the Caribbean, Barbados cannot afford to stand still and her future prosperity largely depends on three factors, viz: the future of the sugar industry (including prospects for crop diversification) in the event of Britain joining the European Economic Community; the expansion and continued prosperity of the tourist industry; and the success of the policy of industrialization. Of these, sugar is still paramount and Barbadians have no doubt that their economy would be disastrously affected if the Commonwealth Sugar Agreement were terminated without alternative arrangements for marketing at guaranteed prices. But whatever the arrangements for the future of sugar, the industry is well aware that it needs to cut costs by modernization and mechanization. The general case for the eventual mechanization of sugar cutting and harvesting is accepted in Barbados at all levels of public opinion. At this point, it is more a question of what form mechanization should take and how it should best be introduced. The Sugar Producers Association have been actively exploring possibilities and there is no doubt that this is a potential export market worth watching.

Tourism has made great strides in recent years and hotel and house construction is currently booming. The airlines are providing

**(*Continued on page* 617)**

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more and more flights not only from Britain but also from the United States and Canada from where the majority of tourists originate. The main tourist season is during the winter months, but determined efforts are being made to attract visitors during the off-season as well. If current trends continue, there is every indication that tourism will soon make as large a contribution to the welfare and prosperity of Barbados as does sugar at the present time. This means that there will be more and more opportunities for exporters of foodstuffs and beverages; hotel supplies; and items of interest to the building industry. In particular, the market for hotel supplies is potentially rewarding and is one which has not been seriously exploited by British manufacturers.

**87 manufacturing plants**

Barbados' reputation as a holiday resort tends to obscure the fact that there are already 87 manufacturing plants in the island employing approximately 5,000 people. The annual turnover of these plants is in the region of EC $30 million. They include companies employing over 600 people and, at the other extreme, firms employing half-a-dozen or less. Industrialization is a central part of the present Government's policy and is seen not only as a means of lessening the island's dependence on sugar but as an employment outlet for the 70,000 young people who will be joining the labour force by 1970. To foster industrialization a Development Board was established in 1957 and since then 44 new plants have been opened. Foreign manufacturers are offered a number of financial incentives to establish themselves in Barbados, of which tax holidays for up to 10 years and rebates of Customs duty are the most important. To compensate for the relatively small internal market, Barbados has joined the Caribbean Free Trade Association (CARIFTA) with Guyana and Antigua. Although the Association has not yet become operational, it is symptomatic of the desire for closer regional economic integration and there are already signs that the Association, or something like it, will be extended to embrace a wider area in the not too distant future.

In contrast to some other Caribbean territories, there is a comparative lack of development projects in Barbados financed by overseas aid donors. Barbados has benefited from Colonial Development and Welfare grants from Britain in the past and some similar form of aid will probably continue now that the territory is independent. There are no American or Canadian aid programmes as such, but following the publication of the so-called Tripartite Survey, commissioned by Britain, Canada and the United States, the position may change. Among other things, a Regional Development Bank and a Regional Development Agency are expected to be established in the area in the foreseeable future.

As far as foreign trade is concerned, Barbados imported EC $131.1 million in 1966, of which the United Kingdom provided the largest part. Britain's share of the import market has been falling in recent years and it is therefore all the more gratifying to record that imports from Britain jumped by EC $5.1 million in 1966 to a total of EC $39.5 million (provisional). The United Kingdom share of the import market consequently increased from 29.6 per cent in 1965 to 30.5 per cent in 1966. Although modest, it is hoped that this upturn marks the beginning of a better trend especially in view of the fact that the United Kingdom still takes approximately 61 per cent of total Barbados exports.

*St. Michael brand clothing on sale in Bridgetown in a store-within-a-store.*

The biggest item in the import bill is food – EC $34.1 million in 1966 of which Canada has the largest share followed by the United States and Britain. Apart from sugar, Barbados grows relatively little in the way of food supplies and the growth of the tourist industry is bound to lead to an ever increasing food import bill unless present efforts to grow more foodstuffs in Barbados are vigorously intensified. Even so, however, Barbados will never be able to satisfy the requirements of a thriving tourist industry from her own resources and the market for foodstuffs of particular interest to foreign visitors is, and should remain, a healthy one. Manufactured goods account for the second largest item and last year imports totalled EC $27.2 million. Although the United Kingdom is the main supplier, our share of the market is relatively static while the United States' share is increasing. There is little doubt that we could do better in this sector. The third largest group of imported products is machinery and transport equipment, which totalled EC $22.25 million in 1966. The United Kingdom effectively dominates the field of transport equipment but there has been some slippage as regards machinery. For various reasons, the amount of British machinery going into the new manufacturing enterprises being established in Barbardos is not as high as it might be.

(*Continued on next page*)

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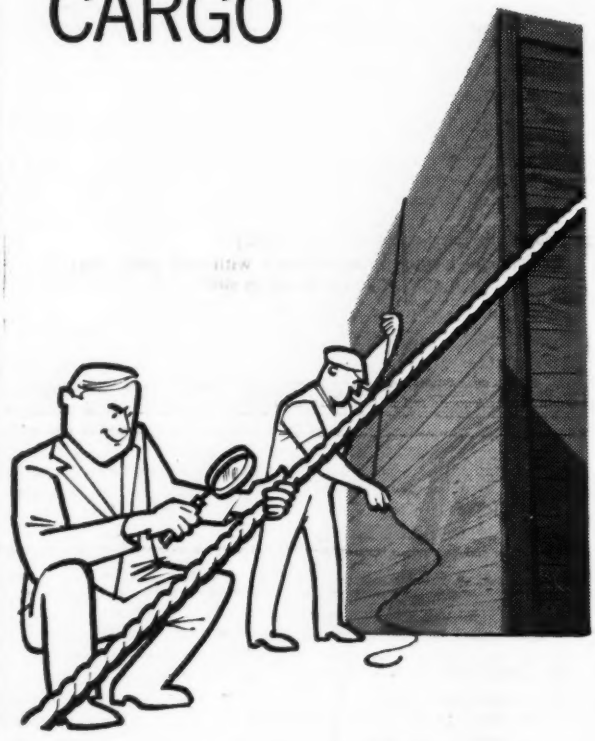

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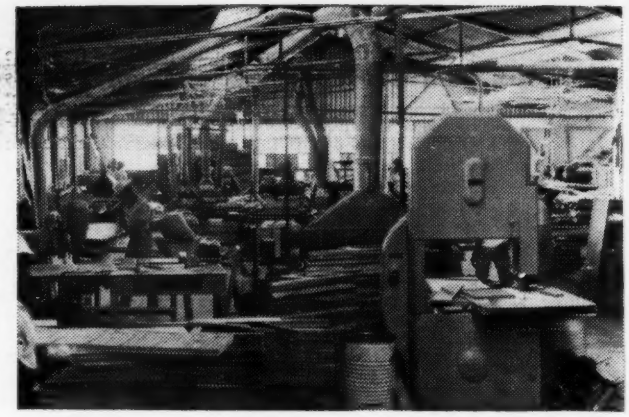


*Chas. Angelus (Barbados) Ltd., furniture makers, are one of several new manufacturers to have established themselves in Barbados in recent years. This view of their workshop reveals a Wadkin band-saw (foreground) and other British-made woodworking machinery.*

Selling to Barbados is not difficult. In fact, the majority of businessmen *want* to buy from Britain. After all, they have been doing so for 300 years and they see no particular point in changing their habits unless compelled to do so. With the advantage of Commonwealth preference; the privileged position which Britain enjoys as by far the largest overseas market for Barbadian exports; and the innumerable family and business connections which extend back, in many cases, for decades, the British exporter to Barbados is in a far stronger position than any of his competitors. Why then has our position in this market, until last year, been declining?

Partly, I think, because some of the growth sectors in the import field include products which the United Kingdom is ill-equipped to supply e.g. mineral fuels and lubricants, imports of which have increased more than threefold in the last five years, and partly because a minority of exporters have not been giving Barbados the minimum attention which every overseas market requires. I stress that I am referring to a minority of exporters, but we all know what happens when a good dog is given a bad name. And the bad name which Britain is in some danger of acquiring in Barbados is seldom connected with price or design but with delivery. Our competitors in North America have seized upon this point and make great play of the advantages of their geographical position and the speed of air deliveries. True, Miami is nearer than Manchester but as goods can be shipped from Manchester to Barbados in less than 10 days the advantage is more apparent than real. Providing, of course, that the goods are put onboard expeditiously. It is the delays in manufacture which count. This of course applies to all overseas markets but unexplained and unannounced manufacturing delays tend to be particularly frustrating in Barbados where, as I have said, the funds of goodwill towards Britain in business circles is large. It is true that individual orders will often be small but against this can be set the steadiness of repeat business. And exporters giving a prompt and efficient service can nearly always expect loyalty in return. Barbados may be small; but a friendly and desirable trading partner nevertheless.

## OVERSEAS CABLES

*The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.*

## *Overseas payments in 'a position of balance and strength'*

**– The Prime Minister**

DURING the opening ceremony of the new British Transport Docks Board Berth and the MacMillan Bloedel Meyer Timber Terminal at South Dock, Newport Docks, Monmouthshire, on September 8 Mr. Harold Wilson, the Prime Minister, said:

'For three years we, all of us, the British Government, British industry, the British people, have shown our determination to get our international accounts into balance, to pay our way. We have pursued this objective relentlessly, regardless of political popularity, scorning paths of ease, rejecting plausible but illusory panaceas. We have had to ask for efforts and for sacrifices – for hardships even, and we have not yet seen the end of the hardship which has been necessary though the measures that made it necessary are bringing us through.

'But we have reached this milestone on our way. Already our overseas payments, in the red to the tune of over £800,000,000 only three years ago, have reached a position of basic balance and growing strength.

'Last month HM Treasury let it be known that taking the whole period of 12 months ending in June, we recorded a substantial favourable balance of monetary movements in place of the intolerable and humiliating deficit of 1964.

'Since 1964 there has been a marked increase in the rate of growth of our exports. From October 1964 to July 1967 the average annual rate of increase in the value of exports was 6½ per cent, compared with an annual average of 4½ per cent in the ten years from 1954 to 1964, and in terms of volume since October 1964 exports have increased by 4½ per cent annually compared with 3 per cent annually for the previous ten-year period.

'This year we have taken a temporary jolt from the Middle East crisis in that our import bill suffered a surcharge which is now beginning to ease through having to pay more for oil supplies from alternative sources, and heavier freight charges due to the re-routing of tankers and other bulk carriers round the Cape. But this increase in our import bill, annoying though it is, costly up to a point, in no way impairs the strength of our fundamental recovery and our basic balance of payments. Indeed the fact that we have been able to take these factors in our stride, as well as the other uncertainties which traditionally have followed turmoil in the Middle East, is a measure of our basic strength. If these events had fallen upon us in any other summer in recent years, I doubt if they would have been weathered as robustly as the Britain of 1967 has weathered them.

'But the building of our overseas economic strength has been at a price, a heavy price in terms of the under-use of economic capacity, and heavy, too, in human terms. The fact that the nation has been ready to bear that price is a proof of our determination to get Britain into the balance we have now achieved. And there will be no slackening in that determination. Let that be clear to the world.

'But we now face a turning point in that we can advance in production and in the productive use of our capacity. I say this not only because there are reserves of unused capacity that can be put to use in our national export and development drive. I say it, too, because over the past year, since July 20, 1966, there has been in countless British firms and productive centres, an unprecedented drive for efficiency, an unparalleled drive against waste, whether of physical or human resources. What we have recorded is a significant increase in productivity over the past year. In every previous squeeze productivity has fallen. This is the first time in a squeeze – and this has been a squeeze of considerable severity – that productivity has risen. This provides, on the lines foreshadowed by the Chancellor in July, a basis for measured and responsible advance, in that production can now increase without plunging us into the over-heating, wasteful use, and, indeed, famine of labour and other productive resources which in the past have plunged us into crises. Production can increase now without weakening our balance of payments or imperilling our competitiveness in world markets, indeed it will strengthen it, but only provided that the keynote of advance continues to be increases in productivity and incomes restraint.

'For in the last resort our ability to pay our way, to see a strong balance of payments and a strong currency, depends on the achievements of British industry, above all on investment intelligently planned for expansion, and on modernization.'

*Some of the British businessmen who attended a National Marketing Council sponsored course at Harvard seen on their arrival back at London airport. The course, which was held at the Harvard School of Business Administration, lasted for five weeks. The students, most of whom work in senior positions for Britain's leading 'one hundred companies', then spent three weeks touring leading American industrial enterprises. Not all the group returned together; a percentage of them decided to visit Expo '67 before returning home.*

## *Price increases in nationalized industries*

THE CABINET OFFICE announced on September 7 that the Government have recently completed a review of the pricing policies of publicly owned industries in relation to their modernization and expansion programmes and in relation to the new phase of national productivity prices and incomes policy.

They have decided in accordance with that policy that all future proposals for major price increases in such cases should be referred to the National Board for Prices and Incomes.

In examining proposals for increased prices the NBPI will be strengthened to enable them to make all necessary inquiries into the efficiency of the industry or industries concerned. The Department of Economic Affairs will discuss with the NBPI the measures needed to provide them with effective efficiency audit machinery, both from their own resources and where necessary calling on independent outside professional advice.

The Ministers responsible for nationalized industries will enter into immediate discussions with the Chairman of the Nationalized Industry Boards about the working of the procedures that have been decided.

As an immediate measure, the proposed increases for 1968/69 in the bulk supply tariff for electricity supplied from the Central Generating Board to the area boards will be referred to the Board.

The Minister of Power is in consultation with the Boards concerned to discuss the possibility of further economies in the distribution and sale of gas and electricity through the reduction of uneconomic promotional activities and duplication of services.

The nationalized industries are currently engaged in substantial and extensive modernization programmes, involving in the case of gas and electricity a very large expansion in productive capacity designed to secure improved service and lower-cost production for industrial and domestic users as those programmes are completed. In the case of gas there is a special and urgent programme of bringing natural gas from the North Sea to consumers, together with a major programme of conversion of consumer appliances. In the case of electricity, to meet the growing needs of industry and the domestic market, a major programme of new and more modern power-stations is under way.

These investment programmes, as the Minister of Power made clear in his announcement on electricity prices on May 12 last, involve a major call on resources and great problems of providing the necessary finance. They have to be paid for.

(*Continued on next page*)

PRICE INCREASES IN NATIONALIZED INDUSTRIES,
*continued*

The pattern of payments over recent years in these industries under successive Governments has been to ensure that an adequate proportion of the cost was met from their retained surpluses while leaving on an average 50 per cent – and more recently more than 50 per cent – to be met by borrowing from the Exchequer.

The detailed working of this policy was set out in the White Paper (Cmnd. 1337) of April 1961. This laid down the principle of financial objectives for each of the major publicly owned undertakings and from 1962 financial objectives usually expressed as a percentage return on net assets were laid down. It has been the policy of successive governments to adhere to these target requirements.

It is within the context of the Government's overall financial policy for these industries that the references to the Prices and Incomes Board will be made. These references will be directed to the need to determine whether proposed increases are justified having regard to the industries' financial objectives, to their efficiency, to pricing policy and to other relevent considerations.

## *Consideration of mergers by the Board of Trade*

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act;

1. International Standard Electric Corporation of Delaware, and Electrical Components (Holdings) Ltd.
2. Courtaulds Ltd., and R. & W. H. Symington (Holdings) Ltd.
3. Thomas Firth & John Brown Ltd., and Jessop-Saville Ltd. (alloy steel business).

## *Trade mission from Sweden*

WITH THE removal of the final tariff barriers between the United Kingdom and her EFTA partners at the beginning of the year, the British Electronic Valve and Semiconductor Manufacturers' Association (VASCA) have arranged an inward Trade Mission for 1967, from Sweden, which will arrive on September 17. In 1966 United Kingdom exports of valves and semiconductors to Sweden amounted to £746,254, which represented six per cent of the total United Kingdom exports of these devices, but the manufacturers feel that this can and should be increased, particularly in the industrial field.

## *Mission to United States*

SIXTEEN STAFFORDSHIRE firms will be represented on a mission to the United States, which left on September 9, sponsored by the North Staffordshire Chamber of Commerce and Industry with assistance from the British National Export Council.

The mission will sell a wide range of products, though ceramic interests are prominent. The list includes ceramic machinery; colours and pigments; English bone china and earthenware, ornaments, giftware and jewellery; millinery materials; machine tools, measures and gauges; forgings and steels; plant and pipeline in glass; porcelain insulators and fuses.

## *Scottish firms on US selling mission*

SENIOR EXECUTIVES from 11 Scottish firms in the engineering industry are preparing to set off for the United States in search of orders. The group will leave Prestwick Airport on September 29 for a two-and-a-half week tour which will take them to many of the major American cities. The visit has been arranged by the Scottish Council (Development and Industry), and follows quickly on last month's successful trip by eight electronic companies to the Pacific coast.

Mr. Peter Cruickshank, of the Council's development division, who will accompany the group, recently spent a month in the United States assessing the opportunities for Scottish engineering firms to become specialized suppliers for American companies.

## *New gift scheme sponsored by the Board of Trade*

A 'GREETINGS and a gift to follow' scheme, sponsored by the Board of Trade, should provide the answer to many a firm's query on what to send to their overseas agents and customers as a Christmas or New Year gift.

The gift is a bound copy of the 1968 edition of *Britain: An Official Handbook*, a book which has won a high reputation all over the world and is well established as the major work of reference on all things British. For those with commercial or other serious interests in British affairs, the Handbook should prove of great value.

To take advantage of the 'Greetings and a gift to follow' scheme, all that is required is to complete a simple form (obtainable from the United Kingdom Publicity Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1) and send it to HMSO. In return the sender will receive attractive greetings cards and envelopes for forwarding on to his overseas customers. On publication day the Handbook will be sent direct by HMSO to those nominated.

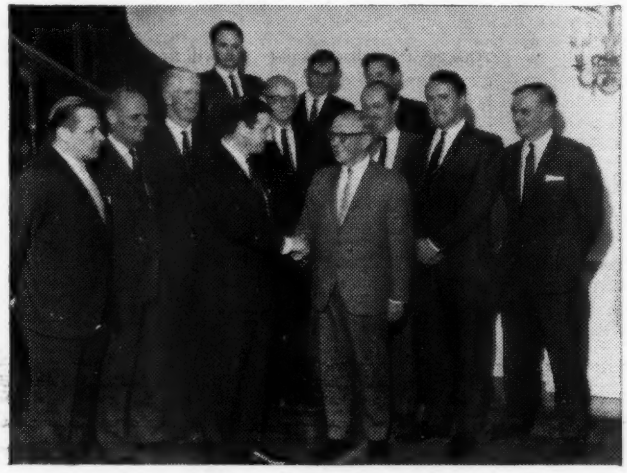
The cost, including the price of the greetings card, envelope, Handbook and overseas postage, is 40s. for each copy ordered.

## *Scottish sales mission to Germany*

A 17-MAN MISSION, sponsored by the Glasgow and Edinburgh Chambers of Commerce with assistance from the British National Export Council, flew to Munich on September 10.

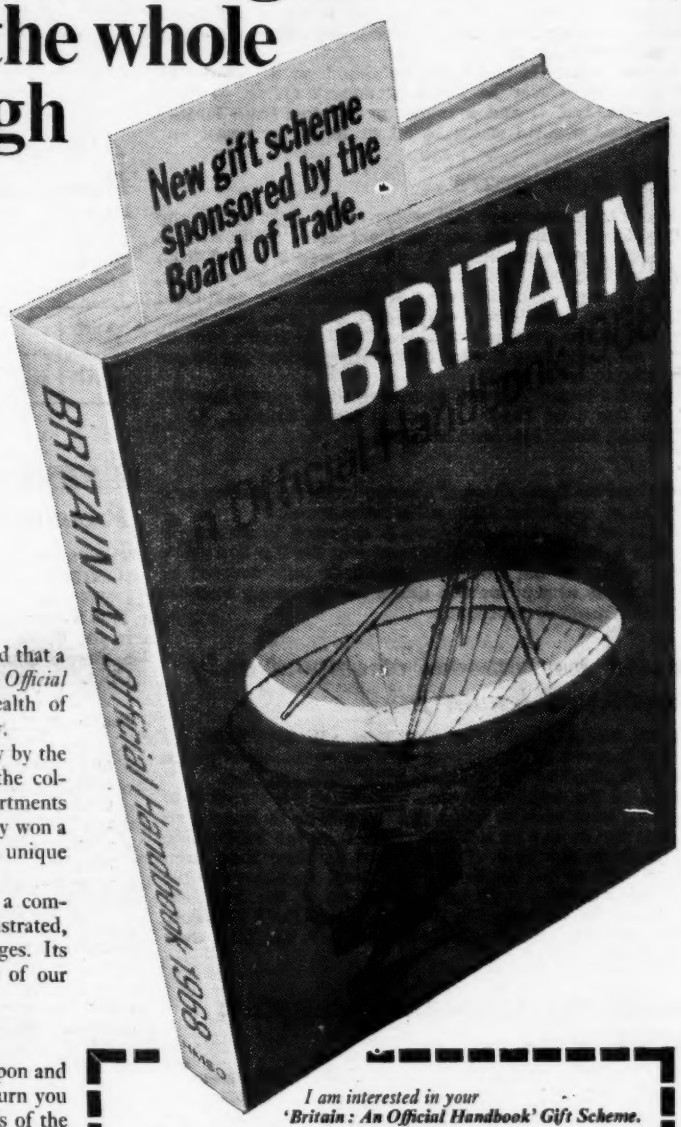
Three whisky firms are represented on the mission, which will spend three days in Munich and then go on for a further two days of hard selling in West Berlin. Other products represented include such characteristically Scottish items as shortbread, smoked salmon, and kippers, knitwear and fabrics, cast iron pipes, suspension equipment, vapour pressure themometers and laundry equipment.

Sales of Scotch to West Germany in the first half of this year were worth £1.37 million, but this was less than to Australia, little more than to Sweden and Belgium, and a mere five per cent of the value of sales to the United States.



*Sir Robert Watson-Watt, FRS, (centre, right) who will lead the British delegation to the Anglo-Japanese Electronics Symposium to be held in Kyoto this month, is greeted by Mr. Michael Montague, chairman, Asia Committee, British National Export Council, at a reception he gave for speakers at the forthcoming Symposium. With them are delegates from the British Aircraft Corporation, Decca Radar Ltd., Elliott Flight Automation Ltd., Marconi International Marine Co. Ltd., The Marconi Company Ltd., Standard Telephones & Cables Ltd., and Smiths Industries Ltd., all of whom will speak in Japan. Mr. Montague said: 'Delegates from leading British and Japanese electronic companies will present papers on the latest developments in their respective fields. I expect that the Symposium will offer opportunities not only for an exchange of views on electronic research and development, but also to extend the sales of British electronic systems and equipment in Japan.*

# Send your overseas business friends a gift that lasts the whole year through




YOUR BUSINESS friends overseas will find that a gift of the 1968 edition of *Britain : An Official Handbook* provides them with a wealth of information about the Britain of today.

The Handbook is prepared annually by the Central Office of Information with the collaboration of other Government departments and national agencies and it has already won a high reputation all over the world as a unique work of reference.

Handsomely bound in cloth, with a comprehensive index and magnificently illustrated, the Handbook runs to over 500 pages. Its 19 chapters range over every aspect of our national life.

**Greeting cards, too**

All you have to do is fill in this coupon and send it to the Board of Trade. In return you will receive a leaflet giving full details of the scheme and an order form. When you have sent in your order, you will receive attractive greetings cards with envelopes to despatch to your overseas customers. The cards will inform them that you have arranged for a gift of the Handbook to reach them early in the New Year. On publication day, the Handbook will be sent direct to your customers by H.M.S.O.

The cost is £2 for each copy of the Handbook ordered, including its postage overseas and your greetings card and envelope.

*I am interested in your*
***'Britain : An Official Handbook' Gift Scheme.***
*Please send me the leaflet giving full details and order form.*

NAME.....
(BLOCK CAPITALS PLEASE)

ADDRESS.....

.....

.....

**Post this coupon to U.K. Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.**

## Import Duties Act, 1958—Annual report

AS REQUIRED by Section 4 of the Import Duties Act 1958, the Board of Trade have laid before Parliament a report on the exercise of their powers under the Act during the year ended March 31, 1967.

This report, which is the eighth to be made under the Act, gives details of orders made during the period under review to vary import duties and to allow exemptions and reliefs from duty (including drawback of duty on exportation). It also gives details of the value of goods which benefited from various existing provisions for relief from duty.

Copies of the report (H of C 589) published on September 13, can be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches or by post from HMSO, PO Box 569, London, S.E.1 (price 2s. 3d. or 2s. 6d. by post).

## Import of fresh pears

THE BOARD OF TRADE announce that owing to the light home crop of pears the global quota for imports from non-sterling sources other than Eastern Area countries for the 12 month period from July 1, 1967, to June 30, 1968, is being increased by 50 per cent, i.e. from 28,000 tons to 42,000 tons. Applications for additional licences will only be considered from traders who have been given allocations during the present quota year and no trader will be eligible for a supplementary licence representing more than 50 per cent of his existing entitlement.

Applications for licences should be sent to the Import Licensing Branch of the Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-221, 7877, Ext. 2704, 2688 or 2709).

**Notes:**

Fresh pears are on Open General Licence from the sterling area but are subject to restriction from all other sources.

The 1967 United Kingdom pear crop is expected to amount to little more than a third of the average crop over the last five years.

The global quota is not normally varied to take account of seasonal fluctuations in supplies and this is an emergency measure to deal with this season's shortage.

## Application for removal of import duty on unsweetened lemon juice

THE BOARD OF TRADE give notice that they are considering an application for removal of the import duty on unsweetened lemon juice which is classified to Tariff sub-heading 20.07(A)(2)(a).

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than September 29, 1967.

## Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufactures in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 29, 1967.

| Tariff heading | Proposed definition for tariff purposes | Asked for as | Exemption required until |
|---|---|---|---|
| 29.04 | 3-Chloropropan-1-ol | As in previous column | December 31, 1967 |
| 29.13 | Indanetrione hydrate | As in previous column | December 31, 1967 |
| 29.25 | Methyl carbamate | As in previous column | December 31, 1967 |
| 29.29 | *N* - 4 - Chlorophenyl - $N^1$ - methoxy-$N^1$ -methylurea | *N* - (4 - Chlorophenyl) - *N* - methoxy-$N^1$-methylurea | December 31, 1967 |
| 29.44 | Rubidomycin hydrochloride | As in previous column | December 31, 1967 |

## Applications for re-imposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty, as from December 30, on the following items which are at present temporarily exempt from import duty.

| Tariff heading | Description | Reference |
|---|---|---|
| 29.14 | Chloroacetyl chloride | 6947 |
| 29.14 | 17β-Hydroxy-3, 19-dioxoandrost-4-ene benzoate | 6713 |

## UNIDO Symposium: Industrial Promotion Service

THE UNITED NATIONS Organization for Industrial Development (UNIDO) is organizing an International Symposium on Industrial Development in Athens on November 29 to December 19, 1967. This Symposium will discuss a variety of aspects of industrialization in the developing countries. The United Kingdom will be sending a strong delegation, and it is expected that all members of the United Nations will attend.

At the same time and place, UNIDO is organizing an Industrial Promotion Service, which they describe as:

> 'an action centre where industrial leaders, from both developed and developing countries, may discuss and act on specific industrial projects and problems. It will bring together on an unprecedented scale those with know-how and capital to make industrialization possible and those who have detailed knowledge of specific industrial projects and problems in all developing countries.'

The general concept is that developing countries have been asked to send people able to provide full information on industrial projects for which they need technical or financial assistance. Developed countries are asked to nominate those 'in a position to provide technical or financial assistance, or expert counsel, to the planners of a specific industrial project or type of project, or to assist with other industrialization problems.' UNIDO's invitation explicitly excludes those 'who have no specific project or type of project in mind, or are interested primarily in buying or selling commodities or individual items of equipment.'

The United Kingdom has been asked to nominate as special guests, to take advantage of the Industrial Promotion Service, representatives of industrial or financial bodies who would be prepared to act in this way. Since it would be impracticable to invite separately all companies with industrial interests overseas, the Government takes this opportunity of bringing the Service to the notice of interested firms. Those wishing for an invitation as a Special guest, or for further information, are requested to apply to: United Nations Department, Ministry of Overseas Development, Eland House, Stag Place, London, S.W.1 (Tel. 01-834 2377, Ext. 111).

'Special guests' will be entitled to:

(a) Access to the registration and other facilities of the Promotion Service, as described above;

(b) Inclusion on a list of 'Special Guests' which will be printed and circulated to all participants in the Symposium and Promotion Service;

(c) Access to a reserved block of hotel rooms in or near the location of the Promotion Service. These will be available to 'Special Guests' and to members of official delegations particularly interested in the activities of the Promotion Service for use as offices and/or housing. Use of these rooms will, of course, be at the expense of the users. They will be allocated to those requesting them in the order in which such requests are received, as long as the supply lasts.

(d) Identification badges as 'Special Guests';

(e) Access to the sessions of the International Symposium; to documents of the Symposium; and to major social events related to the Symposium, insofar as facilities permit.

UNIDO cannot meet expenses, but is willing to arrange hotel accommodation. They will also provide facilities for meetings, arrange introductions between parties from developed and developing countries with similar interests, provide a centre at the Athens Hilton Hotel, and arrange for the distribution of literature provided by participants.

Since those wishing to attend as special guests would presumably not, in all cases, wish to remain in Athens throughout the Symposium, it may be useful to indicate the dates on which the Symposium itself will be discussing nine major industrial sectors, viz:

| | |
|---|---|
| Non-ferrous metals | December 4 |
| Processed foods | December 4 and 6 |
| Engineering industries | December 5 and 7 |
| Iron and steel | December 5 |
| Basic chemicals and petro-chemicals | December 6 and 8 |
| Synthetic fertilizers | December 7 and 11 |
| Textiles | December 8 and 12 |
| Building materials and wood products | December 11 |
| Construction industries | December 12 |

On those dates delegations to the Symposium are likely to have on hand persons with special knowledge of or interest in the particular industrial sector concerned.

## *New 'reverse brain drain' recruitment centre opens in New York*

THE Ministry of Technology announces that Mr. Anthony Wedgwood Benn, Minister of Technology, has sent a message of good wishes to a new MSL (Management Selection Ltd.) information and recruitment centre which opened in Park Avenue, New York, September 11. The Centre will provide help and information for engineers, technologists, scientists and managers at present in the United States who would like to work in Britain.

The text of the message is:

> 'There has been a significant flow of British engineers, scientists and managers to North America in recent years. They go to America, gain useful training and experience, and become altogether better equipped. This demonstrates the continuing sense of adventure among some of our most talented people.
>
> 'We want the best of them to return home and contribute towards a thriving Britain. The MSL Centre in New York is there to make it easier for them to do so and for talented Americans to come too. I wish it great success.'

This marks an important event in Mintech's programme to go out and get the American and British graduates from the United States who are needed to man Britain's expanding production industries. The centre will provide a two-way service of information both to prospective staff in America and to potential employers in the United Kingdom, advising on salaries, responsibilities, career prospects and vacancies, matching applicants to companies and arranging interviews. Later on permanent offices will be set up in San Francisco and Toronto.

An announcement that the Ministry would sponsor a sustained drive to reverse the brain drain was made by Mr. Benn in May (*Board of Trade Journal*, May 5, 1967, page 1124). This move,

(*Continued on next page*)

**A New Film for all Exporters**

This 24-minute, 16mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

*Copies of this film are available on hire from:*

**Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743-5555.**

'REVERSE BRAIN DRAIN' RECRUITMENT CENTRE, *continued*

which recognized the growing international market in high-level talent, followed an interim recommendation from Dr. F. E. Jones's Working Group on Migration. Since the signing of the contract, MSL has undertaken a preliminary tour of many of Britain's top companies to assess recruitment needs and to explain the operation of the new centre.

The project, which has the full support of the Confederation of British Industry, will open by giving the first applicants in New York introductions to appropriate potential employers in Britain.

## *Conference on programming languages for numerically controlled machine tools*

THE Ministry of Technology's National Engineering Laboratory is organizing a conference on symbolic languages for computer-aided programming of components to be manufactured on numerically controlled machine tools. The conference, a repeat of the very successful one held at East Kilbride, Glasgow, in June of this year, is to be held at the University of Aston in Birmingham, on November 23, in response to requests from NC machine users in the Midlands area.

Further particulars and registration forms for attendance at the conference can be obtained by writing to: The Director, National Engineering Laboratory, East Kilbride, Glasgow.

## *British Commercial Representatives Overseas*

THE FOLLOWING amendments should be made to the list of British Representatives Overseas as published in the *Board of Trade Journal* on September 1, 1967.

BULGARIA – *delete* 'Mr. W. F. B. Price' and *substitute* 'Mr. G. W. Burnett'.

CAMEROON – *delete* 'Mr. T. Empson' and *substitute* 'Mr. A. B. Moore'.

FRANCE – Marseilles: *delete* 'Mr. P. Murray, CMG' and *substitute* 'Mr. R. C. Ormerod'.

GERMANY – Düsseldorf: *delete* 'Mr. R. H. Link' and *substitute* 'Mr. C. W. Blackman'.

ISRAEL – *amend* address to read '192 Hayarkon Street, TEL AVIV'.

ITALY – Naples: *delete* 'Mr. D. McFarlane, CBE' and *substitute* 'Mr. R. L. D. Jasper, CMG'.

VENICE – *delete* existing entry and *substitute* 'Mr. W. Hickson, Consul, British Consulate, Accademia 1051, Venice I 30123 (Postal address: British Consulate, PO Box 469, Venice I 30100) (Telephone 27408 and 27207).

KOREA – *delete* 'Mr. G. T. P. Marshall, Second Secretary (Commercial)' and *substitute* 'Mr. F. F. Rainsford, CBE, DFC, First Secretary, Head of Chancery and Consul'.

LESOTHO – *delete* 'Mr. J. M. Brown, Deputy High Commissioner' and *substitute* 'Mr. M. F. Chapman, First Secretary and Head of Chancery'.

MALAWI – *delete* 'Mr. R. W. Howell' and *substitute* 'Mr. W. H. Harper'.

PAKISTAN – Karachi: *amend* Mr. R. W. B. Carter's title to read 'Minister (Commercial)'.

Lahore: *delete* 'Mr. D .R. Collard, First Secretary (Economic)' and *substitute* 'Mr. E. J. Freeman, First Secretary (Commercial)'.

SOUTH AFRICA – Cape Town: *amend* PO Box No. to read '1346' *amend* telephone and telex numbers to read '(Tel. 41 1466) (Telex 201-7447 CT a/b 7047 CT).

SPAIN – Seville: *delete* 'Mr. J. Y. MacKenzie, Consul-General' and *substitute* 'Mr. M. J. Griffiths, Acting Consul-General'. Palma de Mallorca: *amend* telephone number to read '21.20.85'. Las Palmas: *amend* Apartado number to read '20'.

UNITED STATES – Chicago: *delete* '33 N. Dearbon Street' and *substitute* '200, South Michigan Avenue'.

## *Patents endorsed 'Licences of Right'*

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

| NUMBER | GRANTEES | SUBJECT-MATTER |
|---|---|---|
| | August 16, 1967 | |
| 1,066,519 | Commissariat a l'Energie Atomique | Nuclear reactor refuelling device |
| 1,057,222 | Glaverbel | Improved method and apparatus for heating glass |
| | August 17, 1967 | |
| 961,600 | Glenway Maxon, Jr.. | Improvements in concrete apparatus |
| 1,012,295 | Glenway Maxon, Jr.. | Portable concrete mixing and batching plant |
| | August 18, 1967 | |
| 779,570 | The Upjohn Company | A new antibiotic streptolydigin |
| 923,424 | Giamini Controls Corporation | Seruo analyzers |
| 939,766 | Mecanorga S.A. | Fluid pressure means for controlling movements of a body |
| 925,925 | Malba G.m.b.H. and Chocal G.m.b.H. | Production of moulding foils for foil-coated confectionery articles |
| 953,246 | Altalanos Geptervezo Iroda | Method of producing explosives containing ammonium nitrate |
| 982,665 | Gevaert Photo-Producten N.V. | Process for the manufacture of magnetic recording media |
| 1,023,147 | Gevaert Photo-Producten N.V. | Magnetic signal carriers |
| 1,023,148 | Gevaert Photo-Producten N.V. | Magnetic signal carrier |
| 1,023,149 | Gevaert Photo-Producten N.V. | Magnetic signal carrier |
| 1,023,150 | Gevaert Photo-Producten N.V. | Magnetic signal carrier |
| 1,046,722 | Csonka Lajos, Szerecz Janos, and Gonczy Jeno | Process for preparing surface-treated pigments |
| 1,046,723 | Csonka Lajos, Szerecz Janos, and Gonczy Jeno | Process for preparing surface-treated pigments |
| 1,046,724 | Gsonka Lajos, Szerecz Janos, and Gonczy Jeno | Process for preparing surface-treated pigments |
| 1,052,757 | Gevaert Photo-Producten N.V. | Thermally crystallizable polyesters |

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months afttr the date of endorsement.

GORDON GRANT,
*Comptroller.*

The Patent Office.

## *Cancellation of endorsements 'Licences of Right'*

UNDER SECTION 36 of the Patents Act, 1949, the endorsements 'Licences of Right' upon the undermentioned Patents were cancelled on August 30, 1967.

| NUMBER | GRANTEE | SUBJECT-MATTER |
|---|---|---|
| 821,367 | Commissariat à l'Energie Atomique | Neutron detectors |
| 850,308 | Commissariat à l'Energie Atomique | Gas filters |
| 898,219 | Commissariat à l'Energie Atomique | Device for selectively detecting the occurrence of fission products in gases |
| 899,747 | Commissariat à l'Energie Atomique | Burst jacket detection in nuclear reactors |
| 910,445 | Commissariat à l'Energie Atomique | Display device for use in installation for cyclically checking, by means of a limited number of apparatus, the values of a magnitude at a multiplicity of points |
| 915,215 | Commissariat à l'Energie Atomique | Improvements in methods and devices for detecting the presence of fission products in the coolant fluid streams of a nuclear reactor |
| 918,536 | Commissariat à l'Energie Atomique | Detection of burst jackets in nuclear reactors cooled by a plurality of gaseous streams |
| 918,537 | Commissariat à l'Energie Atomique | Methods and devices for the automatic monitoring of the variations of a physical magnitude at a multiplicity of distinct points and in particular for detecting can leaks in the channels of a heterogeneous nuclear reactor |
| 933,451 | Commissariat à l'Energie Atomique | Apparatus for monitoring a physical magnitude at a multiplicity of distinct points and in particular for detecting burst slugs in the channels of a heterogeneous nuclear reactor |

GORDON GRANT,
*Comptroller.*

The Patent Office.

## *Planning Warehouse Locations*

THE Economic Development Committee for the Distributive Trades has issued a report on planning warehouse locations containing studies showing how some firms have approached and solved the problem of distribution. In the report detailed methods are described for working out the best location for a firm's depots, and also for calculating how many are needed.

*Planning Warehouse Locations* may be obtained from the National Economic Development Office, Millbank Tower, 21-41 Millbank, London, S.W.1.

## *Aerial map-making firm concentrates in Northern Ireland*

THE BKS SURVEY group of companies – BKS Surveys Ltd., Leatherhead, Surrey; Survey Flights Ltd., Leeds; B.K.S. Consultative Technical Services Ltd., Dublin, and BKS Survey Technical Services, Coleraine, Northern Ireland – specialists in map-making by aerial photography, particularly for large civil engineering projects, are to concentrate their entire map production work in the factory at Coleraine, the company stated on September 8. The units at Leatherhead, Leeds and Dublin will continue to function as centres directing aerial surveys throughout the British Isles, but all maps and plans resulting from the air photography will be produced at Coleraine.

Skilled personnel employed at Coleraine have increased from nine to 130 since BKS Survey Technical Services started there two years ago in a Government-built factory. The company added that anticipated increased demand for aerial map-making in the international field was likely further to increase the scale of the Northern Ireland production unit.

## *Another 'Advance' factory for Team Valley*

THE ENGLISH Industrial Estates Corporation announce that preparatory site work on the construction of a 50,000 sq. ft. 'Advance' factory at Team Valley Estate, Gateshead, first announced by the President of the Board of Trade in June, started on August 29. The new factory is scheduled for completion in the summer of 1968, and it is hoped that ultimately it will attract a male-employing industry, providing jobs for about two hundred people.

The general contract has been placed with Shield Bros. Ltd., Swalwell, Newcastle, who recently completed an 'Advance' factory at Ashington eight weeks ahead of schedule.

The architects for the project are Fennell & Baddiley, Chester-le-St., Davis, Belfield & Everest, Gateshead, are the quantity surveyors, and the heating and lighting consultants are R. W. Gregory & Partners, Newcastle.

## *Narrow fabrics factory for Londonderry*

THOMAS FRENCH AND SONS LTD., of Manchester, manufacturers of narrow fabrics, are to take an 18,000 sq. ft. factory to be built for them by the Northern Ireland Ministry of Commerce at the new Springtown industrial estate, Londonderry. Initial employment will be provided for 54 people, two-thirds of them men. Mr. R. French, managing director, said that if the factory, which will concentrate on the company's main product, narrow fabrics, were successful, there would be prospects of expansion.

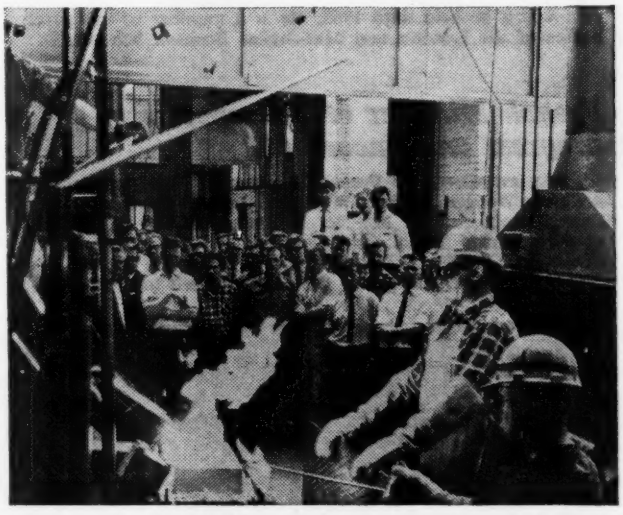
### IMPORTANCE OF AIR MAIL

*All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.*

*Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.*

*Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.*

*The web of roads that comprises £600,000 interchange opened on September 12 at Cumbernauld New Town. The four-lane carriageway on the lower level carries traffic from the Town Centre to Glasgow and Stirling, while the roads on the upper level take traffic to housing and industrial areas in the town.*



*Plessey exports 'Magloy' cast permanent magnets to 10 countries; and the picture shows a party of Danish undergraduates watching molten 'Magloy' being cast at the Swindon establishment of the Plessey Components Group. The Danish party – 46 final-year mechanical engineering students from the Royal Technical University of Denmark, Copenhagen – visited the Plessey establishment at Swindon as part of a 12-day study tour of British industry, under the auspices of the British Institute of Directors.*

### NEW EXPORT HANDBOOKS

*The Board of Trade has recently issued two new Export Handbooks – 'Services for British Exporters' and 'ECGD Credit Insurance and Financial Support Services'. Together they contain 164 pages of information that every exporter should have. To get as many free copies of these two Handbooks as you require for distribution to your export staff, write now to the Information Division, United Kingdom Publicity Section, Board of Trade, 1 Victoria Street, London, S.W.1.*

# Aviation and Shipping

## *Inquiry into civil air transport*

THE Board of Trade have appointed Prof. Sir Ronald Edwards, KBE, to act as chairman, and Sir Hugh Tett to act as deputy chairman of the Committee of Inquiry into the civil air transport industry.

The setting up of the Inquiry was announced by the then President of the Board of Trade, Mr. Jay, in the House of Commons on July 26, 1967. It is hoped to announce the names of the remaining members of the committee later this month.

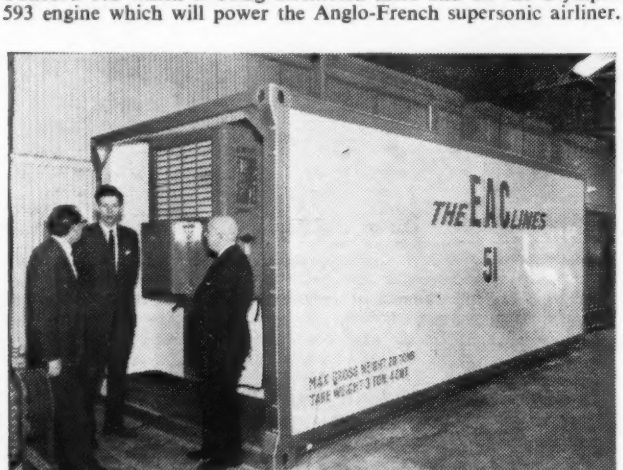
**Notes:**

Professor Sir Ronald Edwards has been chairman of the Electricity Council since 1962 and had previously served as deputy chairman from 1957. He has held the chair of Professor of Economics, with special reference to Industrial Organization, in the University of London, since 1949 and held previous posts in accountancy, business administration and industrial administraton. He is 57.

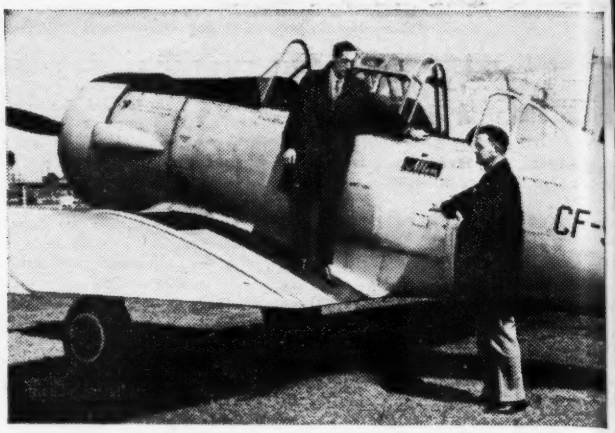
Sir Hugh Tett joined the Esso Petroleum Co. Ltd., in 1928 and has been its chairman since 1959. After holding a number of posts on the research side, he became general manager for marketing in 1949, a director in 1951 and managing director in 1956, a post which he held until 1963. He is a member of the governing bodies of the London and Manchester Business Schools.

## *French Minister of Transport sees progress on Concord 002*

M. JEAN CHAMANT, the French Minister of Transport joined Mr. Anthony Wedgwood Benn, the Minister of Technology, and Mr. John Stonehouse, the Minister of State, Ministry of Technology, at Filton, near Bristol, on September 7, to see progress on the Concord 002 which is being assembled there and on the Olympus 593 engine which will power the Anglo-French supersonic airliner.




*Mr. Dan Peitersen (centre), engineer for the East Asiatic Company, Copenhagen, Mr. A. M. Norris (left), technical sales manager, ConCargo Limited, and Mr. R. E. Topple, homes sales manager, Refrigeration Division, Petters Ltd., a Hawker Siddeley Company, examine one of two new refrigerated sea-going containers built by ConCargo Ltd. for the East Asiatic Company. Temperature control is supplied by a Petter KL 40 SG-DC mechanical sea-going refrigeration unit, specially designed to operate at sea, even in the most arduous conditions. Each container has 800 cu. ft. of refrigerated space and will carry a 17-ton payload of perishable food.*



*It's a long way between customers in Canada: but the smaller British manufacturer need not be deterred by dirt roads and scattered townships. Selling by plane is the answer, claims Philip W. Allen of P. W. Allen & Company, London, who recently visited the Dominion on an export drive, meeting customers and making new ones. A Havard trainer from World War II is the unusual plane used by his associate G. E. Berry of Toronto's Inspection Instruments Company. The yellow-pointed Harvard and the 'Allen' trademark are familiar sights in Quebec, Ontario and the Maritime Provinces. Air strips are numerous, and most places accessible by plane.*

## *Tracked hovercraft development to go ahead*

MR. ANTHONY WEDGWOOD BENN, the Minister of Technology, has approved the proposals of the National Research Development Corporation for the further development of tracked hovercraft (hovertrain).

In approving the NRDC proposals the Minister said: 'This marks another development of the hovercraft principle by Britain. The potential for the tracked hovercraft abroad is, I believe, very considerable, and I look forward to seeing this project attracting more of the best brains into this new industry.'

The Minister's approval will enable the Corporation to go ahead with its plans to promote the world wide use of high speed guided land hovercraft transport systems. NRDC will set up a subsidiary company, Tracked Hovercraft Ltd., and a suitable track test site has been found in East Anglia. Other preparatory work has also been going ahead smoothly. The experimental tracked hovercraft will be powered by a linear induction motor and is expected to be capable of speeds of up to 300 m.p.h.

The company will continue the technical development and economic evaluation programmes already begun by another NRDC subsidiary, Hovercraft Development Ltd., at Hythe. The prospects for the economic success of the project will be reviewed at the completion of the first stage of the technical programme.

## *Exports by Air*

THIRTY-EIGHT recommendations for action by airlines, airport managements, shipping and forwarding agents, government departments and other providers and users of air freight are made in a report by the Economic Development Committee for the Movement of Exports. The report 'Exports by Air' is a 74-page booklet written by a working party of the EDC chaired by Mr. Kerry St. Johnston and was published by HMSO on September 13, price 6s.

The report points to the increasing value of British exports going by air, now almost 10 per cent, and to the stage now being reached where all-freight air services can be made profitable. At a time of rapid change in all forms of transport and of increasingly competitive conditions in the export market, it is of great importance for the United Kingdom air freight industry to be organized to the best advantage during the next decade.

Eleven appendices to the report include papers considered by the working party and submissions from various bodies interested in the development of air freight.

# New Books

**The Coasts of Hampshire and the Isle of Wight.** National Parks Commission. (87 pages. 22s. 6d., by post 23s. 2d., from HMSO and Government bookshops.) The National Parks Commission has held a series of nine conferences with local planning authorities around the whole coastline of England and Wales, and reports of these conferences are now being published. (The report of the coasts of Kent and Sussex conference was reviewed in the *Board of Trade Journal* of May 12, 1967, page 1203). The present report is the second in the series. The first part consists of a summary of the conference held at Southampton in June 1966 where it was emphasised that although the recreational use of this coast is very important and likely to increase, the area is also a great industrial centre, and the needs of industry must be taken into consideration. The second part comprises the answers submitted by the local planning officers who were asked to decide which parts of the coast needed safeguarding so that natural attractions can be fully enjoyed, in which areas should facilities for recreation be concentrated, how lost amenities could be restored and new ones created, and which areas of scientific interest needed specially to be considered. The third part is a statistical analysis of land use for the 133 miles of coastline in the region; and the fourth part is a short survey of the movement of retired people to the area. There are a number of outline maps in the text and a coloured summary map in an end-pocket.

**The Management of Mergers,** by Nicholas Stacey. (20 pages. Pergamon Press, 3s.) The Industrial Reorganization Act of 1966 established machinery for encouraging industrial mergers, and in this booklet the author explains what part mergers have to play in the future of Britain's economy. He examines the reasons why they have caused general suspicion and accounts for the recent merger movement which is intended to integrate manufacturing processes, increase the scale of operations, and permit a higher rate of investment, research and development.

**The Board of Directors and Effective Management,** by Harold Koontz. (275 pages. McGraw-Hill, 64s. 6d.) This book stems from the author's many years of experience both as a teacher (he is at present a Professor of Management at the University of California at Los Angeles) and also as a company director and board chairman. Convinced that boards of directors are far from being an historic legal anachronism, he has attempted to define the role of boards of directors in top management, and in assuring that a company is in fact well managed. From these basic considerations he proceeds to a discussion of the manner in which a board can fulfill its responsibility for management, and indentifies ten major areas in which the board should actually make decisions. After a chapter on directors' liabilities, which is of course related to American legal requirements, the author proceeds to a discussion of a board's internal workings – with chapters on board composition, manner of operation, the special position of the chairman, and relationships with the company's chief executive officer. The short bibliography refers solely to American publications.

**Your Manpower.** A Practical Guide to the Manpower Statistics of the Hotel and Catering Industry. National Economic Development Office, Economic Development Committee for Hotels and Catering. (53 pages. 5s., by post 5s. 7d., from HMSO and Goverment bookshops). The EDC for the hotel and catering industry set up at its first meeting a manpower working group, its task being to identify the manpower problems of the industry and to do something about them. Very early on the group found the need for more facts and the University of Surrey agreed to produce this guide to the manpower statistics of the industry as a basis for the EDC's studies and for the general information of the industry. The aim of this booklet is to bring together what is known about the manpower in the industry and to answer some simple questions about it, using as its two main sources the 1961 Census of Population and some more recent statistics provided by the Ministry of Labour.

**Labour Relations and Conditions of Work in Britain.** Prepared by the Reference Division, Central Office of Information. (40 pages. 4s., by post 4s. 5d., from HMSO and Government bookshops. *Central Office of Information reference pamphlet 31*). This revised edition describes two aspects of working life in Britain: labour-management relations and actual conditions of work, such as pay, hours, statutory safety precautions and industrial welfare. The role of the trade unions, the TUC, and employers' associations is described, as well as the functions of negotiating machinery for the settlement of disputes and the relations between the Government and industry. A reading list is included.

**The Rules of Origin,** by S. A. Green and K. W. B. Gabriel (revised by F. T. Hallett). 2nd edition. (86 pages. Available free from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1). This publication is intended as a guide to the EFTA origin system. The system is designed to ensure that goods passing from one EFTA country to another shall only benefit from EFTA duty reductions if the goods are of EFTA origin. The application of this principle has given rise to a series of rules, and this booklet provides a straightforward but full explanation, with many examples, of the conditions and procedures which need to be satisfied. The first edition of this work (reviewed in the *Board of Trade Journal*, 1 October, 1965, page 746) was based on the *European Free Trade Association Compendium for the Use of Exporters* as that document was first written, although since then the presentation of the *Compendium* has been changed. The present edition of *The Rules of Origin* represents the position as at February 1967; it includes a new section on "drawback" of import duties and an enlarged section dealing with documentary evidence of origin, in which the prescribed texts and layouts of the forms of declarations and certificates of origin which must be presented to the Customs authorities in the importing EFTA country are given for the first time. The *European Free Trade Association Compendium for the Use of Exporters* (2nd edition 1965) sets out the detailed rules in full, gives examples of specimen completed forms and invoices, and, unlike *The Rules of Origin*, reproduces the schedules to Annex B of the EFTA Convention; apart from this the two publications cover much the same ground. The *Compendium* is available, price 12s. 6d., by post 13s. 8d., from HMSO and Government bookshops; it is kept up-to-date by an amendment service which is obtainable by standing order (deposit 20s.).

**The BEAMA Directory of British Electrical and Allied Equipment.** 1967-68 edition. British Electrical & Allied Manufacturers' Association. (556 pages. £3 from the Information Division of BEAMA, 8 Leicester Street, London W.C.2). The latest edition of *The BEAMA Directory* shows a number of improvements, the most important of which is the inclusion of firms which are not members of BEAMA. The alphabetical 'Directory of manufacturers' section (which gives particulars of the firms' addresses, activities, overseas representatives, and subsidiary and associated companies) and the 'Buyers' guide' between them now afford a thorough key to the activities and products of the British electrical industry. The section which previously consisted mainly of displayed advertisements from manufacturers has been replaced by one comprising factual and illustrated descriptions of firms' products, which contains a great deal more information. The new edition has also seen a change to the international A5 size of page. One feature which remains unchanged is the provision of foreign language glossaries (in German, French, Portuguese, Russian and Spanish) to the commodity terms in the buyers' guide, a most valuable aid to the effectiveness of the directory in helping sell British goods in overseas markets.

**International Standardization.** Vol. 1, No. 1. June 1967. International Organization for Standardization. The benefits to be obtained from standardization scarcely need to be argued; but when so many aspects of life are taking on an increasingly international flavour, and when large-scale industry can scarcely exist within national boundaries, these benefits are only fully realized when standardization is applied on an international scale. The International Organization for Standardization (ISO), which was formed in 1946 to facilitate harmonization of the work of national standardization bodies, now has member bodies in 56 countries. To aid in the further development of its work ISO has launched a magazine which is intended to have a world-wide distribution outside standardization circles, so that as wide an audience as possible can be informed of what ISO is doing and attempting to achieve. In the first issue the two principal articles deal with standardization in the USSR (the 1967 General Assembly of ISO was held in Moscow), and with the activities of ISO in the field of consumer protection. The current issue, and another one to be published in the autumn, can be obtained free of charge by visitors to the British Standards Institution's Conference Centre at Hampden House, 61 Green Street, London, W.1; or by post from the General Office Supervisor, BSI, Newton House, 101-113 Pentonville Road, London, N.1 (Telex 23218). From January 1968 the magazine will appear quarterly and will be sold at an annual subscription of 16s. Subscription orders should be placed with the Oversea Section, BSI Sales Branch, 101-113 Pentonville Road, London, N.1.

**Other publications**

DAIRY PRODUCE. A Review of Production, Trade, Consumption and Prices relating to Butter, Cheese, Condensed Milk, Milk Powder, Casein, Eggs, Egg Products and Margarine. Compiled in the Commodities Division of the Commonwealth Secretariat. 150 pages. 30s., by post 31s. 6d., from the Commonwealth Secretariat, Commodities Division, 10 Carlton House Terrace, London, S.W.1.

FISHERIES YEAR BOOK AND DIRECTORY 1967-68. International Reference Book and Directory of the Fishing and Fish Processing Industries. Edited by Harry F. Tysser. 443 pages. British-Continental Trade Press Ltd., 222 Strand, London, W.C.2. 40s.

HISTORY OF SCIENCE AND TECHNOLOGY. A Select Bibliography for Students, by K. J. Rider. 60 pages. Library Association. 20s., 15s. to members. *Special subject list No.* 48.

INTERNATIONAL MONETARY FUND. ANNUAL REPORT OF THE EXECUTIVE DIRECTORS FOR THE FISCAL YEAR ENDED APRIL 30, 1967. 191 pages. Available free from the International Monetary Fund, 19th and H Streets NW, Washington, DC 20431, USA.

# Cementation

*(International civil, building, mining and specialist engineers)*

## RECORD PRE-TAX PROFIT

*The forty-seventh Annual General Meeting will be held on September 27th at Cementation House, 681 Mitcham Road, Croydon, Surrey. The following are extracts from the circulated statement by the Chairman, Mr. H. A. Longden:*

Last December your Board forecast that the profit for the year ended 31st March, 1967, would show an improvement on that for the previous year and this has duly been achieved. Last year presented us with numerous problems at home stemming from the most severe set of restrictions upon the economy since the war. I trust you will regard our performance in maintaining our turnover and at the same time recording the highest profit in the Group's history as a creditable one in all the circumstances.

Our new unit, Cementation Construction Limited, which incorporates The Demolition & Construction Company Limited and the Civil Engineering Division (Home) of the Parent Company has settled down well to the task of expanding our construction business in the United Kingdom.

All sections of our business in the United Kingdom have been affected by the squeeze which has reduced the activities of the construction industry and margins of profit have been under pressure. Nevertheless, our units at home have, in the main, been successful in maintaining and in some cases improving their position.

In his review of the Group's widespread overseas activities, the Chairman referred to the sale of 20% of the issued share capital of their South African subsidiary company. The company had become of such importance in South Africa that it had been decided that it would be right to associate South African capital in its ownership. Our subsidiary company follows a policy of making the best use of non-European employees wherever they are able to bear additional responsibility and remunerates them accordingly.

Turning to future prospects, Mr. Longden concluded: We live in a difficult world and in addition to difficult overseas conditions the problems affecting the economy of this country have not yet been solved. All this makes it imprudent to forecast at this stage the results for this current year. What is certain is that our objectives are clear and although the speed with which we achieve them is uncertain, I am confident about the future of the Group. Our expansion in the United Kingdom will be aided by our having available the sale proceeds from our South African share offer.

**COMPARATIVE FIGURES (in £000's)**

| | 1966/67 | 1965/66 |
|---|---|---|
| Trading Profit ..... | 1,370 | 1,265 |
| Profit after Taxation ..... | 711 | 787 |
| Profits carried forward (after payment of dividends) ... | 978 | 907 |
| Share Capital and Reserves ..... | 7,197 | 6,843 |

*The full text, together with the Directors' Report and the Accounts, will be supplied upon request to the Secretary, The Cementation Co. Ltd., Cementation House, 681 Mitcham Road, Croydon, Surrey.*


**Important Plant and Vehicle Sale**
**Whitchurch Airfield, Bristol.**

**WALKER, WALTON & HANSON**

will sell BY AUCTION on

**THURSDAY SEPTEMBER 21st, 1967**

A LARGE QUANTITY OF

**EXCAVATORS BY HYMAC, POCLAIN, RUSTON BUCYRUS AND SMALLEY, LOADING SHOVELS AND DIGGERS BY CASE, INTERNATIONAL "DROTTS", J.C.B., AND WEATHERILL, BULLDOZERS BY INTERNATIONAL "BTD20" AND MICHIGAN "280", MOBILE CRANES, DUMPERS, MIXERS, ROAD MACHINES MONORAIL UNIT.**

also

PLANT SPARES BY CATERPILLAR, CASE, INTERNATIONAL, J.C.B. AND RUSTON BUCYRUS (INCLUDING ROLLERS, TRACK CHAINS AND PLATES, BUCKETS AND BUCKET TEETH, SHOVEL EQUIPMENT).

and

COMPRESSORS, BREAKERS, ELEVATORS, CONVEYORS, ENGINES, TYRES, 140 JACKS, TARPAULINS, TOW ROPES, WELDING EQUIPMENT, SAW BENCHES, HAND TOOLS, OFFICE FURNITURE.

also

HYDRAULIC TIPPERS, DUMP TRUCKS, PLANT TRAILERS, BREAKDOWN TRUCKS, WORKS TROLLEYS, ETC.

**SALE TO COMMENCE AT 10.00 a.m.**
**For Viewing Dates and Times see Catalogue.**

CATALOGUES MAY BE OBTAINED FROM THE AUCTIONEERS' OFFICES, DEPT. BH, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. Tel. Nottingham 54272 (10 lines).



# For Sale

**Unused Transfer Press 1 IWK Machine No. 476,** supplied new Dec. 1966. 15 station max. 25 ton. 1 Blanking Ram Force 5 ton, 2-14 admissible single load 8 ton drawing depth 35 m.m. Energy at 240 strokes per minute 320 kilograms. Tool centre distance 80 m.m., stroke length 100 m.m., 60-120 strokes per minute. Motor 8 kilowatt 600-2200 r.p.m. Two sets of tooling for manufacturing roller chain bushes included. All in original packing cases and unused. Offers invited.

**Sintering and Pressing Equipment** for the manufacture of nickel iron battery plates comprising Kaiser Press. Type P240. 55 tons capacity with tooling for battery plates. Supplied by Varta Germany. Drive gears for H.M. and V.H.M. 1 press tool of 6 m.m., 1 press tool of 12 m.m. Furnace 1,100° cent. max. temp. 3 metres sintering zone and drying zone. Generator burns $H_2$ with atmosphere producing $N+H^2+CO_2$ 20% Machines all unused. Packed in original cases. Offers invited.

**Shoe Last** sawing, drilling and slotting machine. G. Seidl, Munich. Type U.F.B.1 manufactured 1966. Unused. Offers invited.

**100 Austin 4 x 4 trucks.** Ex M.O.D. Offers invited for quantities.

**100 Fire Pumps. Sigmund Morris trailer mounted.** Almost unused ex Home Office. Offers invited.

*Replies to*
**Box M 11304**

**Board of Trade Journal, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.**

# Government surplus sales by auction

## MINISTRY OF DEFENCE

| 1967 | Stores | Location | Auctioneers |
|---|---|---|---|
| Sept. 21 . | **Miscellaneous equipment and stores including:** | **Command Ordnance Sub Depot, Reed Hall, Colchester.** | **Fenn, Wright & Co. (Dept. L), 146, High Street, Colchester. (Tel. 73171.)** |

Coventry Climax fork lift truck; ½-ton mobile generating and welding sets; ½-ton mobile electrical and machine repair shops; compressors; generators; sharpening and gulleting machines; oxy-acetylene welding sets; hand tools; binoculars; electrical test equipment; fire fighting equipment; hydraulic and screw jacks (2½, 4 and 10-ton); machine tools; motor vehicle spares; solid fuel cookers; photographic equipment; 35-ft. extending ladders; furniture; clothing and textiles including greatcoats, BD trousers and blouses, khaki drill, web packs and haversacks, blankets, 9-ton mixed rags, etc., and large quantities of other miscellaneous items.

| | | | |
|---|---|---|---|
| **Sept. 26 & 27** | **Technical equipment and miscellaneous stores.** | **Western Command Ordnance Depot, Hereford** | **Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366.)** |

Fork lift trucks; concrete mixer; lathes; grinders; drills and other machine tools; arc welding plants and mobile workshops; generators and charging sets; batteries; reception sets and wireless equipment; binoculars; theodolites; watches; compasses; copper wire (29 tons); suction hoses; fire fighting equipment; webbing haversacks and packs; white and coloured blankets; bedsteads; furniture and mattresses; pruning saws; BD blouses and trousers; berets; socks and other clothing; MT spares; jerricans; used tyres; felling axes; small tools; teleprinters; transformers; signal equipment; aircraft spares and equipment; telescopes and periscopes; scrap canvas, webbing and rags and a large collection of miscellaneous items.

| | | | |
|---|---|---|---|
| **Oct. 3 . .** | **Industrial equipment and miscellaneous stores.** | **Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.** | **Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2. (Tel. 053-2-20898.)** |

Machine tools; workshop equipment; hand tools; lead batteries; motor vehicle spares; used tyres; electric cable; wireless equipment and spares; wooden boxes and cases; flat wooden pallets, 2-way; office safes; furniture; kitchen utensils and equipment; miscellaneous crockery and glassware; clothing and textiles including BD trousers and blouses; greatcoats; raincoats; shirts, vests; pullovers; ankle boots; shoes; motor cyclists boots; single and double white and coloured blankets; respirator haversacks; old tentage and tent parts; mixed rags; old webbing and canvas; large quantity of coir matting.

| | | | |
|---|---|---|---|
| **Oct 3-6 . .** | **Motor vehicles, road making and heavy duty equipment.** | **Ordnance Storage and Disposal Depot, Ruddington, Notts.** | **Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)** |

Morris Minors and Mini Minors; Oxford saloons; Ford Consuls; Populars; Zephyrs; Escort saloons; Ensign and Vanguard saloons and estate cars; Land Rovers; Morris commercial utility vans; Bedford Utilecons; workshop and signals vans; breakdown trucks; cranes; heavy duty tractors; mobile tankers; refuellers and Austin Champs and Daimler Scout cars.

**Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).**

### SALE BY TENDER

**FOUR AUSTER AIRCRAFT** located at No. 19 Maintenance Unit, RAF, St. Athan, Barry, Glamorgan. Permission to view on presentation of Tender Form only, obtainable from Minister of Defence, Sales 4 c ii (A), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. October 19, 1967.

### SALE OF GOVERNMENT SURPLUS STORES IN ADEN

Government surplus vehicles and general stores are available for disposal from Ministry of Defence establishments in Aden. Sales are normally by tender but, in suitable cases, sales by private treaty will be considered. Collection and shipping will be the responsibility of purchasers. Firms wishing further information should write to the Senior Equipment Staff Officer, AFME British Forces Post Office 69, stating the type of stores, etc., in which they are interested.


# INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

*Board of Trade factories available now. For details apply to:*

**England**
English Industrial Estates Corporation
Team Valley
Gateshead-on-Tyne 11

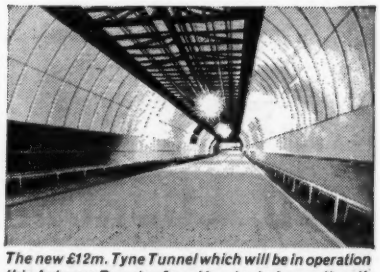
**Scotland**
Scottish Industrial Estates Corporation
3 Woodside Place
Glasgow C.3

**Wales**
Welsh Industrial Estates Corporation
Treforest Industrial Estate
Pontypridd, Glam

**Northern Ireland**
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

# This is an ad for the North East Development Council

THE TIME 1963. Becket meets Henry in Northumberland, France. We must be joking? Not really. When seeking location for the filming of the Hal Wallis Production 'Becket', starring Richard Burton and Peter O'Toole, Peter Glenville decided that the grandeur of the Northumbrian coastline, with its 12th century castles and flawless beaches, made it the most suitable setting possible for this dramatic scene between Archbishop and King. ■ Great expanses of the North East remain as beautiful and unspoilt as they were 800 or so years ago. **But the rest of the region has changed beyond recognition in fewer years than you could count on your fingers.** New towns, new communications systems, huge new industrial and office and housing developments have appeared. Others are under construction or planned. The North East is a great place to live in—and profit in. Over 150 new industries can testify to it. If *you* are seeking the ideal location for successful development, contact the North East Development Council, 20 Collingwood Street, Newcastle upon Tyne, 1. Telephone: Newcastle 610026.



*The new £12m. Tyne Tunnel which will be in operation this Autumn. Running from Howden to Jarrow (length 5,500 ft.) dual carriageways will connect with major highways at either end.*

**Everything points NE to the new North East**

NEDC

# Statistics

## The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

| | GROSS DOMESTIC PRODUCT (expenditure estimates) | INDEX OF INDUSTRIAL PRODUCTION | CONSUMERS' INCOME AND EXPENDITURE | | | | FIXED CAPITAL EXPENDITURE | | | | | CHANGES IN STOCKS | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | Total | Selected components | | | | Total | Selected components | | |
| | | | | | | | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1958 prices | | at current prices | | at 1958 prices | at 1961 prices | at 1958 prices | | | | | at 1958 prices | | | |
| Base of index | 1958 | 1958 | 1958 | 1958 | 1958 | 1961 | 1958 | 1958 | 1958 | 1958 | 1958 | series shown in £ million | | | |
| Value in base year, £m. | 20,091 | — | 16,073 | 15,365 | 15,365 | 9,140 | 3,485 | 922 | 688 | 587 | 1,212 | | | | |
| 1961 | 113 | 114 | 122 | 116 | 111 | 100 | 130 | 130 | 138 | 139 | 122 | +326 | +224 | +36 | +29 |
| 1962 | 114 | 115 | 127 | 123 | 114 | 100 | 129 | 119 | 134 | 143 | 125 | + 77 | + 22 | +22 | +14 |
| 1963 | 118 | 119 | 135 | 130 | 119 | 103 | 131 | 104 | 144 | 146 | 131 | +216 | +113 | +29 | +55 |
| 1964 | 125 | 128 | 145 | 139 | 123 | 106 | 154 | 118 | 170 | 185 | 150 | +579 | +354 | +72 | +47 |
| 1965 | 128 | 132 | 155 | 148 | 126 | 108 | 159 | 130 | 166 | 190 | 156 | +340 | +217 | +19 | +43 |
| 1966 | 130 | 133 | 162 | 156 | 128 | 109 | 161 | 131 | 162 | 184 | 167 | +199 | +112 | + 3 | + 6 |
| 1965 4th quarter | 129 | 133 | 158 | 151 | 126 | 109 | 161 | 131 | 168 | 189 | 158 | + 80 | + 35 | +13 | +14 |
| 1966 | | | | | | | | | | | | | | | |
| 1st quarter | 131 | 134 | 166 | 155 | 130 | 110 | 160 | 135 | 165 | 181 | 159 | + 73 | + 53 | N/C | +19 |
| 2nd quarter | 129 | 134 | 161 | 157 | 129 | 110 | 160 | 127 | 166 | 184 | 166 | + 58 | — 11 | —15 | +26 |
| 3rd quarter | 130 | 134 | 159 | 156 | 126 | 109 | 163 | 132 | 163 | 183 | 174 | + 91 | + 84 | +20 | —15 |
| 4th quarter | 131 | 132 | 161 | 157 | 126 | 109 | 160 | 130 | 154 | 188 | 168 | — 18 | — 13 | — 1 | —24 |
| 1967 | | | | | | | | | | | | | | | |
| 1st quarter | 133 | 132 | 167 | 161 | 129 | 109 | 164 | 128 | 163 | 189 | 178 | + 39 | + 3 | — 8 | +14 |
| 2nd quarter | | 132* | | | | 109 | | 125* | 178* | | | | — 1* | —12* | +14 |
| 1967 | | | | | | | | | | | | | | | |
| January | | 132 | | | | 109 | | | | | | | | | |
| February | | 132 | | | | 109 | | | | | | | | | |
| March | | 133 | | | | 110 | | | | | | | | | |
| April | | 132* | | | | 109 | | | | | | | | | |
| May | | 131* | | | | 108 | | | | | | | | | |
| June | | 132* | | | | 110 | | | | | | | | | |
| July | | | | | | 110 | | | | | | | | | |

| | ORDERS | | PRICES AND COSTS | | | | | LABOUR | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand | Textiles and clothing industries: orders on hand† | Index of retail prices | | Wholesale price index: non-food manufacturing industry: | | Hourly wage rates: all industries and workers† | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | Civil employment | IMPORTS | EXPORTS | BALANCE OF PAYMENTS: current balance |
| | | | Index† | % change on year earlier | Basic materials and fuel used† | Manufactured products: home sales† | | Mid-month or monthly average | | Quarter or quarterly average | at current prices | | |
| | at 1958 prices | | | | | | | | | | | | |
| Base of index | Dec. 1958 | Apr. 1959 | Jan. 17, 1956 (Derived series from January 1963) | | 1954 | 1954 | Jan. 31, 1956 | Series shown in thousands | | | 1958 | 1958 | series shown in £ million |
| Value in base year, £m. | .. | .. | — | | — | — | — | | | | 3,834 | 3,250 | |
| 1961 | 122 | 104 | 114·5 | +3·4 | 104·4 | 119·1 | 130·3 | 305 | 213 | 24,072 | 119 | 117 | — 5 |
| 1962 | 117 | 100 | 119·3 | +4·2 | 103·0 | 120·6 | 136·3 | 422 | 149 | 24,208 | 121 | 120 | +101 |
| 1963 | 136 | 117 | 121·7 | +2·0 | 104·5 | 121·4 | 141·3 | 500 | 144 | 24,267 | 130 | 130 | +107 |
| 1964 | 162 | 124 | 125·7 | +3·3 | 108·6 | 124·7 | 148·5 | 361 | 221 | 24,606 | 148 | 136 | —395 |
| 1965 | 165 | 121 | 131·8 | +4·9 | 110·6 | 129·5 | 157·9 | 309 | 265 | 24,837 | 150 | 145 | —118 |
| 1966 | 153 | 104 | 136·9 | +3·9 | 114·5 | 133·0 | 168·4 | 325 | 255 | 24,876 | 158 | 155 | — 59 |
| 1965 4th quarter | 165 | 121 | 133·5 | +4·6 | 111·5 | 130·5 | 161·9 | 305 | 269 | 24,967 | 153 | 151 | — 2 |
| 1966 | | | | | | | | | | | | | |
| 1st quarter | 164 | 122 | 134·4 | +4·3 | 113·7 | 131·4 | 165·9 | 279 | 279 | 24,919 | 159 | 153 | — 45 |
| 2nd quarter | 161 | 127 | 137·0 | +3·8 | 116·8 | 133·1 | 168·1 | 282 | 282 | 24,930 | 155 | 146 | —105 |
| 3rd quarter | 159 | 109 | 137·5 | +3·7 | 114·6 | 133·8 | 169·8 | 322 | 253 | 24,953 | 161 | 157 | — 51 |
| 4th quarter | 153 | 104 | 138·6 | +3·8 | 113·0 | 133·5 | 169·8 | 417 | 296 | 24,702 | 147 | 164 | +142 |
| 1967 | | | | | | | | | | | | | |
| 1st quarter | 148 | 104* | 139·3 | +3·6 | 112·0 | 133·6 | 171·4 | 458 | 188 | | 164 | 166 | + 41 |
| 2nd quarter | 148* | 108* | 140·5 | +2·6 | 110·0* | 133·6* | 172·8 | 508 | 168 | | 167 | 160 | |
| 1967 | | | | | | | | | | | | | |
| January | 152 | 106* | 139·2 | +3·6 | 112·5 | 133·6 | 170·9 | 454 | 191 | | 172 | 174 | |
| February | 150 | 106* | 139·4 | +3·7 | 112·3 | 133·6 | 171·3 | 454 | 188 | | 163 | 167 | |
| March | 148 | 104* | 139·4 | +3·5 | 111·2 | 133·6 | 171·9 | 467 | 184 | | 157 | 156 | |
| April | 148* | 106* | 140·4 | +3·0 | 109·9 | 133·6 | 172·1 | 495 | 174 | | 174 | 163 | |
| May | 148* | 109* | 140·3 | +2·3 | 110·0 | 133·6 | 173·1 | 505 | 168 | | 166 | 162 | |
| June | 148* | 108* | 140·9 | +2·4 | 109·6 | 133·5 | 173·2 | 524 | 162 | | 164 | 154 | |
| July | | | 140·1 | +2·3 | 109·3* | 134·3* | 176·3 | 543 | 155 | | 157 | 163 | |
| August | | | | | 109·5* | 134·4* | | 559 | 155 | | | | |

*Provisional. †Not seasonally adjusted.

WHOLESALE PRICE INDEX NUMBERS

# Little change in prices in August

THERE WAS LITTLE change in prices of materials and fuel used in manufacturing industry in August compared with the previous month. On average for July and August the index was some half per cent below the level for the second quarter of the year. Both the food and non-food sectors were below the second quarter levels.

Output prices of home market sales of all manufactured products moved fractionally upwards in August compared with July to give an average level for the two months nearly half per cent above that for the second quarter of the year. This upward movement was due entirely to a rise in the non-food sector of manufacturing industry, mainly a reflection of the recent increased prices for petroleum products. The food sector was marginally lower in July and August than in the second quarter of the year.

## Materials and fuel used in broad sectors of industry

The marginal fall in August in the provisional index for materials and fuel used in the food manufacturing industries was due to a number of very minor falls in prices of mainly imported materials. The figure for July has been revised downwards following fuller information which shows decreases in prices of several items including home produced meat and imported eggs. In the non-food sector there were small increases in August in the index numbers for the mechanical engineering and electrical machinery industries, mainly as a result of higher prices for bought in copper and brass products. There were also slight rises in the index numbers for the chemicals and timber industries but no change in those for textiles and paper. The index numbers for both construction materials and house building materials showed upward movements reflecting increased prices for bricks, cement and copper products.

## Output of broad sectors of industry

The index for the food sector was unchanged in August compared with the previous month and much the same as in the second quarter. In the non-food sector there was a further rise in the chemicals index of nearly half per cent, and the index for the timber industries also rose slightly. There were no changes of any significance in any of the other groups within the non-food sector.

**1. Materials purchased by broad sectors of industry—1954=100**

(monthly averages)

| 1958 Standard Industrial Classification Minimum List Headings | | 1966 | | | 1967 | | 1966 | 1967 | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | 1st Qtr. | 2nd Qtr. | Aug. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. |
| Orders III to XVI | Basic materials and fuel used in manufacturing industry. | 112·4 | 111·1 | 110·0 | 109·8 | 108·5 | 110·9 | 110·3 | 110·1 | 109·3 | 108·6 | 108·8 | 108·2 | 107·9* | 108·0* |
| | Basic materials | 107·3 | 105·8 | 104·3 | 104·0 | 102·7 | 105·5 | 104·5 | 104·3 | 103·4 | 102·8 | 103·1 | 102·3 | 102·1* | 102·1* |
| | Fuel | 151·4 | 151·9 | 153·9 | 154·5 | 153·1 | 152·0 | 154·5 | 154·5 | 154·5 | 153·6 | 152·8 | 152·8 | 152·8* | 152·8* |
| Orders IV to XVI | Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries | 116·8 | 114·6 | 113·0 | 112·0 | 109·8 | 114·2 | 112·5 | 112·4 | 111·2 | 109·9 | 110·0 | 109·6 | 109·3* | 109·5* |
| | Basic materials other than fuel | 110·7 | 108·0 | 105·8 | 104·6 | 102·2 | 107·6 | 105·2 | 105·1 | 103·6 | 102·2 | 102·5 | 102·0 | 101·7* | 101·8* |
| 211 to 229 | Materials and fuel used in the food manufacturing industries. | 103·7 | 104·4 | 104·0 | 105·5 | 105·6 | 104·6 | 105·5 | 105·9 | 105·2 | 105·6 | 105·9 | 105·1 | 105·1* | 105·0* |
| 263 to 277 | Materials and fuel used in the chemicals and allied industries. | 117·3 | 117·7 | 116·7 | 116·0 | 115·6 | 117·9 | 116·0 | 116·2 | 115·9 | 115·5 | 115·4 | 115·8 | 116·4* | 116·5* |
| 331 to 349 (excluding 342) | Materials and fuel used in the mechanical engineering industries. | 151·8 | 149·5 | 149·1 | 148·4 | 146·1 | 148·6 | 148·9 | 148·7 | 147·5 | 145·9 | 145·8 | 146·4 | 146·7* | 147·0* |
| 361 | Materials and fuel used in the electrical machinery industry. | 146·6 | 144·2 | 142·2 | 141·1 | 137·8 | 143·1 | 142·0 | 141·5 | 139·7 | 137·7 | 137·6 | 138·1 | 138·1* | 138·4* |
| Order X | Materials and fuel used in the textile industries | 98·8 | 97·6 | 95·1 | 94·7 | 94·3 | 97·8 | 94·6 | 95·2 | 94·8 | 94·5 | 94·6 | 94·0 | 92·5* | 92·5* |
| Order XIV | Materials and fuel used in the timber industries | 122·0 | 122·7 | 122·8 | 122·6 | 122·4 | 122·7 | 122·5 | 122·6 | 122·6 | 122·4 | 122·5 | 122·4 | 122·6* | 122·7* |
| Order XV | Materials and fuel used in the paper industries | 114·7 | 114·9 | 114·8 | 113·9 | 113·6 | 115·0 | 113·9 | 113·9 | 113·8 | 113·7 | 113·5 | 113·6 | 113·9* | 113·9* |
| Order XVII | Construction materials | 134·1 | 134·3 | 133·8 | 133·7 | 133·7 | 134·2 | 133·7 | 133·8 | 133·7 | 133·8 | 133·7 | 133·7 | 133·9* | 134·3* |
| Part of Order XVII | House building materials | 135·0 | 135·2 | 134·9 | 134·8 | 134·7 | 135·1 | 134·8 | 134·8 | 134·8 | 134·7 | 134·7 | 134·8 | 135·0* | 135·6* |

*Provisional figure.

**Government Publications**

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**2. Output of broad sectors of industry—1954=100**

(monthly averages)

| 1958 Standard Industrial Classification Minimum List Headings | | 1966 | | | 1967 | | 1966 | 1967 | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | 1st Qtr. | 2nd Qtr. | Aug. | Jan. | Feb. | Mar. | April | May | June | July | Aug. |
| Orders III to XVI | All manufactured products: Total sales | 132·3 | 133·0 | 133·1 | 133·5 | 133·7 | 133·2 | 133·4 | 133·5 | 133·5 | 133·7 | 133·6 | 133·6 | 134·2* | 134·2* |
| | Home market sales | 133·1 | 134·0 | 134·0 | 134·3 | 134·4 | 134·1 | 134·2 | 134·4 | 134·3 | 134·4 | 134·4 | 134·2 | 134·8* | 134·9* |
| Orders IV to XVI | Products of manufacturing industries, other than food, drink and tobacco: Total sales | 132·2 | 132·8 | 132·8 | 133·0 | 133·2 | 132·9 | 133·0 | 133·0 | 133·0 | 132·2 | 133·1 | 133·2 | 133·9* | 133·9* |
| | Home market sales | 133·1 | 133·8 | 133·5 | 133·6 | 133·6 | 133·8 | 133·6 | 133·6 | 133·6 | 133·6 | 133·6 | 133·5 | 134·3* | 134·4* |
| 211 to 229 | Products of the food manufacturing industries: Home market sales | 123·3 | 123·6 | 123·7 | 125·4 | 125·5 | 123·6 | 125·0 | 125·7 | 125·5 | 125·7 | 125·8 | 125·2 | 125·4* | 125·4* |
| 263 to 277 | Chemicals and allied industries: Total sales | 109·0 | 109·2 | 108·8 | 108·9 | 108·8 | 109·3 | 109·0 | 109·0 | 108·9 | 109·0 | 108·7 | 108·7 | 109·1* | 109·4* |
| | Home market sales | 109·8 | 110·2 | 110·0 | 110·0 | 109·9 | 110·3 | 109·9 | 110·0 | 110·0 | 110·0 | 110·1 | 109·7 | 110·2* | 110·6* |
| 311 and 312 | Iron and steel industries: Total sales | 136·0 | 136·6 | 136·2 | 136·2 | 136·4 | 136·7 | 136·2 | 136·0 | 136·1 | 136·1 | 136·6 | 136·6 | 136·6* | 136·6* |
| | Home market sales | 141·6 | 142·1 | 142·0 | 142·1 | 142·1 | 142·1 | 142·1 | 142·1 | 142·1 | 142·1 | 142·1 | 142·1 | 142·1* | 142·1* |
| Orders VI to IX | Engineering and allied industries: Total sales | 137·9 | 138·8 | 138·7 | 139·0 | 139·6 | 138·8 | 138·8 | 138·8 | 139·0 | 139·3 | 139·4 | 139·8 | 140·0* | 140·0* |
| | Home market sales | 136·8 | 137·7 | 137·1 | 137·3 | 137·2 | 137·6 | 137·2 | 137·3 | 137·3 | 137·3 | §137·1 | 137·1 | 137·4* | 137·5* |
| Order X | Textile industries other than clothing: Total sales | 113·6 | 113·9 | 113·7 | 113·5 | 113·7 | 114·2 | 113·9 | 113·7 | 113·3 | 113·7 | 114·1 | 113·3 | 113·3* | 113·2* |
| | Home market sales | 112·1 | 112·6 | 112·0 | 111·6 | 111·2 | 112·7 | 111·6 | 111·6 | 111·4 | 111·2 | 111·2 | 111·1 | 111·0* | 111·0* |
| Order XII | Clothing and footwear: Home market sales | 118·9 | 119·9 | 120·2 | 120·3 | 120·3 | 120·0 | 120·3 | 120·2 | 120·3 | 120·2 | 120·3 | 120·4 | 120·4* | 120·4* |
| Order XIV | Timber industries: Home market sales | 125·0 | 125·6 | 125·7 | 125·6 | 125·3 | 125·6 | 125·6 | 125·6 | 125·5 | 125·3 | 125·3 | 125·3 | 125·2* | 125·4* |
| 481 to 483 | Paper industries: Home market sales | 120·4 | 120·6 | 120·6 | 120·6 | 120·7 | 120·5 | 120·6 | 120·6 | 120·5 | 120·6 | 120·8 | 120·8 | 120·8* | 120·8* |
| Order XVI | New construction‡ | 140 | 140 | 140 | 140 | | | | | 141 | | | | | |

*Provisional figure. ‡Index of building costs figures relate to average for the quarter. § Revised figure

# Regional Organization of the Board of Trade

*For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below*

**Northern Region**
Wellbar House, Gallowgate.
Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575.
Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
*R. Wood.*

**Yorkshire and Humberside Region**
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: OLE 2. 38323. Telex No. 55472.)
*E. Atherton.*

**Eastern Region**
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
*F. Lacey.*

**London and South Eastern Region**
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
*J. W. Stoodley.*

**South Western Region**
The Pithay, Bristol 1.
(Tel. Bristol 21071.
Code: OBR 2. 21071. Telex No. 44214.)
*L. I. Macbeth.*

**Wales**
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)

**District Office**
North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261.)
*I. Gray.*

**Midland Region**
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
*J. F. J. Jardine.*

**North Western Region**
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
*R. J. Forbes, C.B.E.*

**Scotland**
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
*P. J. L. Homan.*

**Northern Ireland**
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. (Tel. Belfast 34488. Code: OBE 2. 34488. Telex No. 74578.)
*H. E. Jones, C.B.E.*

## 3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 24, 1967. (monthly averages)

| | 1966 | 1967 | | | |
|---|---|---|---|---|---|
| | Aug. | Feb. | June | July | Aug. |
| Coal† | 169·6 | 174·3 | 168·4 | 168·4* | 168·4* |
| Slates | 183·9 | 183·9 | 183·9 | 183·9 | 180·9 |
| Salt | 110·6 | 110·8 | 123·3 | 123·3 | 123·3 |
| Flour | 120·5 | 125·9 | 125·9 | 125·9 | 125·9 |
| Sugar, refined | 108·5 | 113·9 | 112·2 | 110·8 | 110·4 |
| Chocolate and sugar confectionery | 110·7 | 112·7 | 113·6 | 113·7* | 113·7* |
| Beer | 136·3 | 136·2 | 136·5 | 136·4 | 136·4* |
| Tobacco and cigarettes | 154·6 | 154·3 | 154·3 | 154·3 | 154·3 |
| Hard coke | 186·5 | 186·5 | 186·5 | 186·5 | 186·5 |
| Motor spirit, standard grade (including duty) | 131·5 | 131·5 | 129·3 | 135·9 | 135·9 |
| Medium fuel oil (950 secs.) | 140·8 | 140·8 | 140·8 | 158·4 | 158·4 |
| Lubricating oils and greases | 131·9 | 131·2 | 131·2 | 132·4* | 132·4* |
| General chemicals | 104·1 | 103·7 | 103·1 | 103·1* | 103·5* |
| Pharmaceutical chemicals | 57·8 | 57·2 | 57·3 | 57·4* | 57·4* |
| Pharmaceutical preparations | 103·2 | 103·2 | 103·1 | 103·1* | 103·1* |
| Toilet preparations | 148·7 | 148·7 | 148·9 | 149·8* | 149·8* |
| Paint for building and decorating | 116·8 | 116·8 | 116·5 | 116·5* | 116·6* |
| Soap | 155·0 | 154·8 | 153·6 | 153·6* | 153·6* |
| Soapless detergents | 106·4 | 106·4 | 101·8 | 101·8* | 101·8* |
| Synthetic resins and plastic materials | 74·6 | 73·8 | 73·5 | 73·5* | 73·6* |
| Steel sheets | 137·9 | 137·9 | 137·9 | 137·9* | 137·9* |
| Tinplate | 131·7 | 129·8 | 129·8 | 129·8* | 129·8* |
| Other steel goods (excluding tubes) | 141·5 | 141·6 | 141·7 | 141·7* | 141·7* |
| Steel tubes | 151·7 | 151·9 | 151·9 | 151·9* | 151·9* |
| Iron castings | 155·9 | 156·2 | 156·4 | 156·4* | 156·3* |
| Aluminium and aluminium alloy products: | | | | | |
| Extruded and drawn | 151·9 | 151·8 | 151·8 | 151·8 | 151·8 |
| Rolled | 142·2 | 142·2 | 142·2 | 142·2 | 142·2 |
| Castings | 152·8 | 152·8 | 155·5 | 155·5 | 155·5 |
| Forgings | 144·7 | 144·7 | 144·7 | 144·7 | 144·7 |
| Brass, ingot 65-35, B.S. 1400: B3, delivered | 160·1 | 166·2 | 148·8 | 145·0 | 149·5 |
| Photographic paper and films, etc. | 126·4 | 125·7 | 125·6 | 125·6 | 128·2 |
| Spectacles, etc. | 140·4 | 140·4 | 140·4 | 140·4 | 140·4* |
| Dental goods | 146·5 | 147·5 | 148·9 | 149·3 | 149·8* |
| Gramophone records | 146·5 | 146·5 | 146·5 | 146·5 | 146·5* |
| Domestic electrical appliances | 103·4 | 103·6 | 103·2 | 103·2* | 103·2* |
| Perambulators, etc. | 130·7 | 131·3 | 131·2 | 131·2 | 131·2* |
| Tools and implements | 156·4 | 157·1 | 157·4 | 157·8 | 158·6 |
| Cutlery | 139·3 | 140·0 | 140·0 | 140·0 | 140·0* |
| Cutlery (other than razors and razor blades) | 149·1 | 151·2 | 151·2 | 151·2 | 151·2 |
| Spoons and forks | 168·2 | 168·2 | 170·3 | 171·5 | 171·6* |
| Galvanzied cisterns, tanks and cylinders | 163·3 | 163·3 | 163·3 | 163·3 | 163·3 |
| Domestic hollow-ware | 171·2 | 176·3 | 176·3 | 176·3 | 176·3* |
| Domestic gas appliances | 113·5 | 113·5 | 113·5 | 113·5 | 113·5* |
| Cotton yarn | 99·6 | 98·8 | 97·7 | 97·7 | 97·9 |
| Spun rayon yarn | 102·8 | 101·6 | 99·8 | 99·8 | 99·8* |
| Irish linen yarns (wetspun) | 127·6 | 126·3 | 122·4 | 122·4 | 122·4* |
| Cotton cloth | 107·9 | 106·1 | 105·3* | 105·2* | 105·2* |
| Linen | 137·2 | 139·2 | 139·2 | 138·2 | 138·2* |
| Wool tops | 81·8 | 73·8 | 72·6 | 70·4 | 68·8 |
| Worsted yarns | 99·7 | 95·0 | 94·0 | 93·0 | 91·5 |
| Harris tweed | 115·3 | 115·3 | 115·3 | 115·3 | 115·3 |
| Serge cloth | 104·5 | 102·4 | 102·8 | 102·8 | 102·4 |
| Jute yarn | 138·9 | 137·2 | 135·4 | 133·9 | 133·1 |
| Jute piece-goods | 147·6 | 147·6 | 147·6 | 147·6 | 147·6 |
| Rope, twine and net | 119·5 | 118·7 | 118·5 | 118·5* | 118·4* |
| Hosiery and other knitted goods | 102·8 | 103·1 | 102·7 | 102·5* | 102·4* |
| Carpets and rugs | 131·7 | 131·8 | 131·8 | 131·8* | 131·8* |
| Canvas goods and sacks | 117·9 | 109·5 | 107·0 | 107·0* | 107·0* |
| Leather for footwear | 132·4 | .. | .. | .. | .. |
| Travel goods | 136·9 | 138·2 | 138·2 | 135·9 | 135·9 |
| Made-up clothing | 119·0 | 119·4 | 119·6 | 119·5* | 119·5* |
| Weatherproof outerwear | 107·4 | 107·3 | 107·3 | 107·2* | 107·2* |
| Men's and boy's tailored outerwear | 121·2 | 121·6 | 122·4 | 122·4 | 122·4* |
| Women's and girl's tailored outerwear | 117·3 | 117·8 | 117·8 | 117·8* | 117·5* |
| Women's and girls' light outerwear | 116·7 | 117·3 | 118·2 | 118·0 | 118·0* |
| Footwear (excluding rubber) | 120·5 | 120·6 | 120·8 | 120·8* | 120·8* |
| Refractory goods, including bricks | 150·3 | 150·3 | 150·3 | 150·4* | 150·5* |
| Non-refractory goods, including bricks | 133·7 | 133·6 | 133·8 | 134·2* | 136·0* |
| Building bricks, common, other than fletton, *ex works.* | 141·6 | 141·4 | 141·6 | 142·1* | 144·0* |
| Building bricks, fletton common, *delivered.* | 120·0 | 120·0 | 120·0 | 120·3 | 123·5 |
| Electrical porcelain | 137·6 | 137·6 | 137·6 | 137·6 | 137·6 |
| Domestic china and earthenware | 159·2 | 161·9 | 161·9 | 161·9* | 161·9* |
| Glass (other than containers) | 142·7 | 142·7 | 142·7 | 142·7 | 143·4* |
| Glass containers | 130·7 | 130·7 | 130·7 | 129·3 | 129·3* |
| Cement, delivered | 128·0 | 128·0 | 128·0 | 128·0 | 130·1 |

*Provisional figure. †This index is based on prices ruling on the last day of the month. .. Not available.


# Report on Overseas Trade

**Prepared by the Statistics Division of the Board of Trade**

Summarizes each month the broad pattern of United Kingdom trade, It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times*
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**3 (a)** (*Continued*). **Commodities produced in the United Kingdom—1954=100**

(monthly averages)

| | 1966 | 1967 | | | |
|---|---|---|---|---|---|
| | Aug. | Feb. | June | July | Aug. |
| Abrasive paper and cloth | 128·0 | 132·1 | 132·1 | 132·1 | 132·1* |
| Cast stone and cast concrete products | 118·2 | 117·9 | 117·9 | 117·9* | 117·9* |
| Home-grown hardwood | 107·7 | 107·0 | 107·0 | 107·0* | 107·0* |
| Domestic furniture | 127·9 | 127·8 | 127·4 | 127·4* | 127·5* |
| Bedding, etc. | 120·6 | 120·1 | 119·4 | 119·4* | 119·4* |
| Wooden boxes, packing cases, crates, etc. | 129·1 | 130·7 | 130·0 | 129·2* | 129·0* |
| Paper and board | 115·4 | 115·0 | 115·6 | 115·6* | 115·6* |
| Cardboard boxes, cartons and fibreboard packing cases. | 123·2 | 123·4 | 123·4 | 123·4* | 123·4* |
| Wallpaper | 138·0 | 142·7 | 142·7 | 142·7 | 142·7 |
| Paper bags | 123·3 | 121·2 | 122·4 | 122·4 | 122·4 |
| Manufactured stationery | 128·0 | 128·0 | 128·0* | 128·0* | 128·0* |
| Other manufacturers of paper and board | 114·4 | 115·7 | 115·7 | 115·9* | 116·1* |
| Rubber tyres and tubes | 130·0 | 130·0 | 130·0 | 130·0 | 130·0* |
| Rubber goods (other than tyres and tubes) | 122·8 | 122·8 | 122·7 | 122·9* | 123·0* |
| Rubber footwear | 135·4 | 135·4 | 135·4 | 136·9 | 137·3* |
| Linoleum and felt base | 151·4 | 151·4 | 151·4 | 151·4 | 151·4 |
| Brushes and brooms | 145·4 | 145·5 | 145·7 | 145·7 | 145·7* |
| Toys and games | 132·6 | 132·6 | 132·6 | 132·8* | 132·8* |
| Sports equipment | 144·5 | 144·8 | 144·9 | 145·2 | 145·2* |
| Pens and pencils | 116·2 | 116·2 | 116·2 | 116·2* | 116·2* |
| Other stationers' goods | 136·5 | 136·5 | 136·5 | 136·5 | 136·5* |
| Plastic mouldings | 106·8 | 107·6 | 108·1 | 108·1* | 108·3* |

*Provisional figure.

**3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100**

(monthly averages)

| | 1966 | 1967 | | | |
|---|---|---|---|---|---|
| | Aug. | Feb. | June | July | Aug. |
| Hides and skins | 136·0 | 104·7 | 94·6 | 91·1 | 90·5* |
| Imported | 147·6 | 119·5 | 106·1 | 103·3 | 103·3* |
| Native | 118·6 | 82·5 | 77·3 | 72·9 | 71·3 |
| Non-ferrous metals: | | | | | |
| Aluminium, virgin ingot, delivered | 125·6 | 125·6 | 125·6 | 125·6 | 125·6 |
| Copper, ex-ship, wharf or warehouse† | 174·4 | 178·0 | 148·1 | 145·5 | 152·4 |
| Lead, ex-ship, wharf or warehouse† | 99·3 | 83·4 | 85·8 | 87·0 | 87·7 |
| Nickel, refined, delivered | 131·9 | 144·3 | 144·3 | 144·3 | 144·3 |
| Tin, ingot, min. 99·75 per cent, settlement price | 172·8 | 166·8 | 169·7 | 169·4 | 165·9 |
| Zinc, ex-ship, wharf or warehouse | 122·9 | 130·9 | 127·2 | 123·9 | 124·6 |
| Oils, resins and gums: | | | | | |
| Linseed oil, crude, naked, ex-works | 104·6 | 104·2 | 100·2 | 103·7 | 109·6 |
| Palm oil, c.i.f., in bulk | 101·8 | 101·8 | 101·8 | 101·8* | 101·8* |
| Whale oil, acid, soft, naked, ex-works | 92·7 | 58·2 | 36·1 | 39·0 | 42·7* |
| Pyrites, c.i.f., United Kingdom ports | 71·3 | 69·4 | 69·3 | 74·0 | 75·0 |
| Rubber, No. 1 R.S.S. one month future | 95·1 | 86·4 | 85·9 | 84·3 | 80·3 |
| Sulphur, crude (for acid making), c.i.f. | 139·7 | 122·9 | 122·9 | 121·5 | 121·5 |
| Textiles: | | | | | |
| Coir yarn, c.i.f. United Kingdom ports | 156·6 | 153·3 | 154·0 | 156·1* | 156·1* |
| Cotton, raw | 66·8 | 66·8 | 66·2 | 67·3 | 67·6* |
| Jute, raw,' Export Hearts', c.i.f. Dundee §§ | — | 185·6 | 165·4 | 153·4 | 154·4 |
| Jute, raw, 'Export Lightnings', c.i.f. Dundee | 160·4 | 171·9 | 152·7 | 142·8 | 142·7 |
| Silk, raw, delivered mill | 157·2 | 187·8 | 197·2 | 200·5 | 211·6* |
| Sisal, East Africa No. 1 Grade, c.i.f. London | 98·0 | 88·1 | 79·1 | 78·2 | 74·9 |
| Wool, raw | 85·7 | 76·2 | 77·5 | 73·5* | 73·4* |
| Crossbred, medium and coarse, c.i.f. UK | 87·1 | 80·5 | 80·5 | 70·7 | 70·7* |
| Crossbred, fine, c.i.f. UK | 90·7 | 78·2 | 80·8 | 76·7 | 76·7* |
| Merino, c.i.f. UK | 82·3 | 73·3 | 76·2 | 73·4 | 73·4* |
| Timber: | | | | | |
| Imported hardwood (ex-yard or wharf) | 118·4 | 118·8 | 120·0 | 120·1* | 120·4* |
| Imported plywood (delivered to consumers) | 117·2 | 113·1 | 111·5 | 111·4 | 111·4* |
| Imported softwood (delivered to consumers) | 119·4 | 118·3 | 118·3 | 118·3 | 118·3* |
| Woodpulp, imported | 100·8 | 100·4 | 100·5 | 100·5* | 100·5* |

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.
§§ New series, figures for 1968: 184.1, February 185.6, March 181,6, April 176.9, May 173.2.

## NOTES ON WHOLESALE PRICES

**Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Exts. 3411 or 3548.**

*The notes on index numbers of wholesale prices* (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 24, 1967.


# Monthly Digest of Statistics

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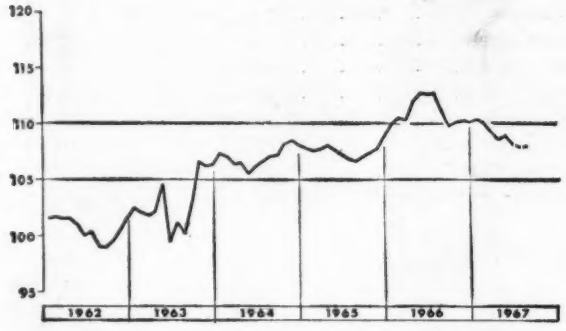
HMSO

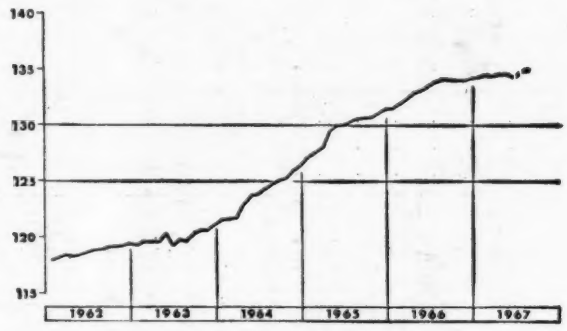
## WHOLESALE PRICE INDEX NUMBERS 1954 = 100

### ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

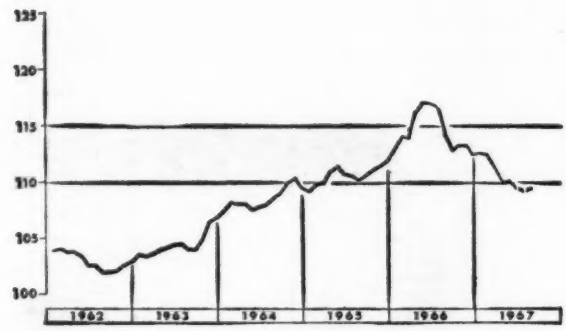



OUTPUT (HOME MARKET)

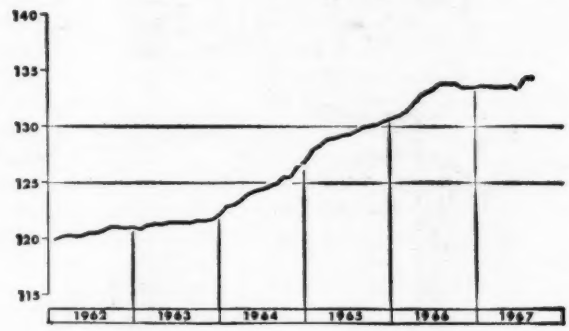



### MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED

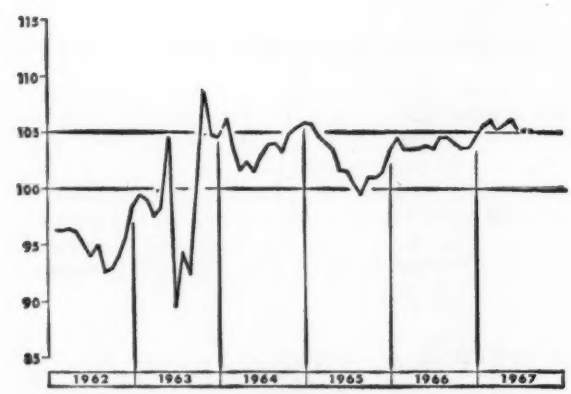



OUTPUT (HOME MARKET)

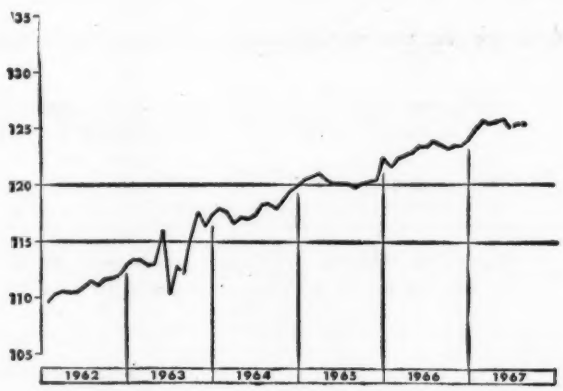



### FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED




OUTPUT (HOME MARKET)



# ACROSS INDUSTRY...
# THEY'RE PREPARING FOR NATURAL GAS

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Industry keenly anticipates the arrival of natural gas. This brand-new primary fuel, right on Britain's doorstep, holds an immense potential. If the North Sea lives up to its promise, it could make a major impact on the entire economy, cutting costs and lending new impetus to the export drive. Already enough has been found to transform the scope of gas as an industrial fuel. To purity for delicate processing work will be added abundance for large-scale utilisation, for example in steam-raising. Experience in other countries has shown that natural gas is an ideal industrial fuel and in Britain it will be backed by the gas industry's vast technical and research facilities. Conversion from town gas presents no problem, so review the future, talk to your Gas Board's Industrial Gas Officer and go gas *now*. **Ask your Gas Board's Industrial Gas Officer for a copy of "Preparing for Natural Gas"—a progress report to industry.**

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# Turnover of the catering trades, laundries and dry cleaners and hairdressers in July 1967

IN JULY the turnover of the catering trades other than public houses, and the turnover of laundries and dry cleaners was about 1 per cent lower than in July 1966; the turnover of public houses in July was 7 per cent higher than in July 1966 and of hairdressers about 1 per cent higher. All catering trades taken together showed an increase for July rather larger than for the previous six months; for hairdressers the increase was smaller, and the 1 per cent decrease in the turnover of laundries and dry cleaners compares with a 1 per cent increase in the previous six months.

## Catering Trades

The increase of public house turnover was the only cheerful sign in an otherwise rather dull July for the catering trades. The takings of licensed hotels and holiday camps which, as compared with a year earlier, had shown an increase of 4 per cent in the first half of the year, showed a decrease in July – usually one of the two peak months of the year – as compared with a year earlier. This probably reflects lower holiday spending. The turnover of restaurants, cafes, etc. was also just below the July 1966 level, a position in line with the trend of recent months. Canteens recorded a decrease of 1 per cent, the same as was recorded in the first six months of the year.

## Laundries and dry cleaners

Turnover in laundries and dry cleaners continued to be rather dull, showing a decrease of 1 per cent compared with last July: the average for the first seven months of 1967 was only 1 per cent higher than the corresponding period of 1966.

## Hairdressers

There was no increase in the turnover of women's hairdressers in July compared with a year earlier – although the average increase for the first seven months of the year was 2 per cent. The turnover of men's hairdressers was rather more buoyant, an increase of 3 per cent being recorded, the same as the average for the first seven months of the year.

**Table 1. Catering trades**

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964 = 100

| Kind of business (Turnover in 1964) | Year | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| TOTAL ALL CATERERS (£1,985 million) | 1964 | 100 | 85 | 101 | 116 | 98 | 83 | 83 | 88 | 93 | 102 | 106 | 119 | 120 | 112 | 97 | 91 | 105 |
| | 1965 | 106 | 89 | 107 | 121 | 105 | 86 | 89 | 91 | 102 | 103 | 115 | 123 | 125 | 118 | 105 | 96 | 111 |
| | 1966 | 111 | 95 | 114 | 128 | 108 | 91 | 94 | 99 | 109 | 110 | 121 | 130 | 130 | 125 | 108 | 100 | 114 |
| | 1967 | | 100 | 115 | | | 95 | 98 | 104 | 108 | 111 | 123 | 133 | | | | | |
| | 1966 | +5 | +7 | +6 | +5 | +3 | +7 | +5 | +9 | +6 | +7 | +5 | +5 | +4 | +6 | +3 | +5 | +3 |
| | 1967 | +2* | +4 | +1 | | | +4 | +4 | +5 | —1 | +1 | +2 | +3 | | | | | |
| Licensed hotels and holiday camps (£286 million) | 1964 | 100 | 68 | 106 | 141 | 84 | 63 | 65 | 75 | 84 | 104 | 125 | 147 | 151 | 129 | 97 | 76 | 81 |
| | 1965 | 106 | 72 | 113 | 148 | 90 | 66 | 71 | 78 | 94 | 104 | 135 | 156 | 156 | 133 | 104 | 81 | 87 |
| | 1966 | 111 | 76 | 117 | 157 | 94 | 71 | 73 | 83 | 96 | 111 | 140 | 165 | 166 | 143 | 110 | 83 | 91 |
| | 1967 | | 82 | 120 | | | 74 | 79 | 90 | 97 | 116 | 143 | 161 | | | | | |
| | 1966 | +5 | +6 | +4 | +6 | +5 | +8 | +3 | +6 | +2 | +7 | +4 | +5 | +6 | +8 | +6 | +4 | +5 |
| | 1967 | +3* | +7 | +3 | | | +4 | +8 | +9 | +1 | +4 | +3 | —2 | | | | | |
| Restaurants, cafes, etc., and fish and chip shops (£521 million) | 1964 | 100 | 87 | 100 | 121 | 93 | 82 | 88 | 89 | 96 | 98 | 103 | 122 | 124 | 118 | 96 | 91 | 91 |
| | 1965 | 106 | 92 | 105 | 127 | 99 | 87 | 95 | 93 | 104 | 99 | 111 | 126 | 130 | 124 | 104 | 96 | 98 |
| | 1966 | 111 | 97 | 110 | 132 | 103 | 93 | 98 | 99 | 107 | 106 | 117 | 133 | 134 | 131 | 106 | 100 | 102 |
| | 1967 | | 100 | 110 | | | 95 | 102 | 102 | 107 | 105 | 117 | 132 | | | | | |
| | 1966 | +5 | +6 | +5 | +4 | +4 | +6 | +4 | +7 | +3 | +7 | +5 | +5 | +3 | +5 | +2 | +5 | +4 |
| | 1967 | +1* | +3 | Nil | | | +2 | +4 | +3 | Nil | —1 | +1 | —1 | | | | | |
| Public houses (£1,033 million) | 1964 | 100 | 87 | 100 | 110 | 103 | 88 | 82 | 89 | 92 | 103 | 103 | 114 | 113 | 106 | 96 | 93 | 117 |
| | 1965 | 106 | 90 | 108 | 115 | 110 | 88 | 89 | 92 | 104 | 105 | 113 | 116 | 118 | 112 | 105 | 97 | 124 |
| | 1966 | 112 | 98 | 116 | 122 | 114 | 94 | 96 | 102 | 114 | 112 | 120 | 123 | 123 | 120 | 109 | 103 | 128 |
| | 1967 | | 103 | 117 | | | 99 | 101 | 109 | 111 | 114 | 124 | 131 | | | | | |
| | 1966 | +6 | +9 | +8 | +6 | +4 | +7 | +7 | +11 | +9 | +7 | +6 | +6 | +4 | +7 | +3 | +6 | +3 |
| | 1967 | +3* | +6 | +1 | | | +5 | +5 | +6 | —3 | +1 | +3 | +7 | | | | | |
| Canteens (b) (£145 million) | 1964 | 100 | 98 | 100 | 94 | 109 | 97 | 100 | 97 | 101 | 100 | 99 | 91 | 87 | 101 | 107 | 111 | 108 |
| | 1965 | 104 | 106 | 103 | 95 | 113 | 104 | 108 | 107 | 100 | 108 | 100 | 93 | 91 | 102 | 110 | 116 | 113 |
| | 1966 | 106 | 110 | 105 | 98 | 112 | 107 | 111 | 113 | 104 | 110 | 103 | 95 | 93 | 104 | 110 | 115 | 111 |
| | 1967 | | 108 | 105 | | | 109 | 110 | 105 | 111 | 107 | 100 | 94 | | | | | |
| | 1966 | +2 | +4 | +2 | +2 | —1 | +2 | +3 | +6 | +3 | +1 | +2 | +3 | +2 | +2 | Nil | —1 | —2 |
| | 1967 | —1* | —2 | Nil | | | +2 | —1 | —6 | +7 | —3 | —3 | —1 | | | | | |

* January-July.

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The July, 1967, period was the four weeks from July 2, 1967 to July 29, 1967, the July 1966 period was from July 3, 1966, to July 30, 1966.

(b) Includes catering contractors other than outside catering contractors, which are included with restuarants, cafes, etc.


## REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

**Table 2. Laundries and dry cleaners**

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

| Kind of business (Turnover in 1961) | Year | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| TOTAL ALL LAUNDRIES AND DRY-CLEANERS: (£107 million) | 1963 | 110 | 106 | 114 | 113 | 107 | 100 | 103 | 114 | 112 | 118 | 112 | 116 | 107 | 115 | 114 | 110 | 99 |
| | 1964 | 115 | 110 | 120 | 116 | 112 | 109 | 111 | 109 | 119 | 119 | 120 | 119 | 111 | 117 | 119 | 114 | 106 |
| | 1965 | 121 | 114 | 124 | 124 | 120 | 111 | 114 | 117 | 120 | 129 | 124 | 127 | 121 | 124 | 128 | 122 | 113 |
| | 1966 | 126 | 121 | 128 | 128 | 125 | 112 | 122 | 127 | 121 | 135 | 129 | 131 | 125 | 127 | 134 | 128 | 117 |
| | 1967 | | 122 | 131 | | | 118 | 126 | 121 | 130 | 131 | 130 | 130 | | | | | |
| | 1966 | +4 | +6 | +3 | +3 | +4 | +2 | +7 | +8 | +1 | +4 | +4 | +3 | +3 | +2 | +4 | +5 | +3 |
| | 1967 | +1* | +1 | +2 | | | +5 | +3 | −5 | +8 | −3 | +1 | −1 | | | | | |
| Laundries (£67 million) | 1963 | 109 | 108 | 111 | 110 | 107 | 104 | 107 | 112 | 107 | 113 | 112 | 114 | 105 | 112 | 112 | 110 | 100 |
| | 1964 | 114 | 112 | 117 | 114 | 112 | 114 | 112 | 109 | 116 | 115 | 120 | 117 | 110 | 114 | 116 | 115 | 107 |
| | 1965 | 119 | 116 | 121 | 121 | 119 | 115 | 116 | 118 | 115 | 126 | 121 | 124 | 118 | 120 | 125 | 122 | 113 |
| | 1966 | 123 | 121 | 124 | 123 | 123 | 116 | 122 | 123 | 118 | 129 | 126 | 128 | 121 | 122 | 129 | 126 | 116 |
| | 1967 | | 120 | 127 | | | 120 | 123 | 117 | 126 | 128 | 127 | 128 | | | | | |
| | 1966 | +3 | +4 | +3 | +2 | +3 | +1 | +6 | +5 | +2 | +3 | +4 | +3 | +2 | +2 | +3 | +4 | +3 |
| | 1967 | +1* | −1 | +2 | | | +4 | +1 | −5 | +7 | −1 | +1 | +1 | | | | | |
| Dry-cleaners, etc. (£40 million) | 1963 | 112 | 104 | 119 | 117 | 107 | 92 | 98 | 117 | 119 | 126 | 114 | 119 | 111 | 120 | 117 | 110 | 96 |
| | 1964 | 116 | 107 | 125 | 120 | 113 | 100 | 110 | 109 | 126 | 127 | 122 | 122 | 114 | 123 | 124 | 114 | 104 |
| | 1965 | 123 | 111 | 130 | 130 | 122 | 103 | 111 | 117 | 128 | 135 | 127 | 132 | 126 | 132 | 134 | 123 | 112 |
| | 1966 | 130 | 121 | 135 | 135 | 129 | 106 | 121 | 134 | 127 | 144 | 134 | 137 | 133 | 136 | 141 | 131 | 117 |
| | 1967 | | 125 | 137 | | | 114 | 131 | 128 | 138 | 137 | 136 | 134 | | | | | |
| | 1966 | +5 | +9 | +4 | +4 | +5 | +3 | +9 | +14 | −1 | +7 | +5 | +4 | +5 | +3 | +5 | +6 | +4 |
| | 1967 | +1* | +3 | +1 | | | +8 | +8 | −4 | +9 | −5 | +1 | −3 | | | | | |

* January-July.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.

**Table 3. Hairdressers**

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

| Kind of business (Turnover in 1961) | Year | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| TOTAL ALL HAIRDRESSERS (£97 million) | 1963 | 106 | 99 | 109 | 107 | 109 | 93 | 98 | 106 | 109 | 110 | 109 | 113 | 105 | 105 | 108 | 106 | 113 |
| | 1964 | 109 | 104 | 111 | 110 | 112 | 101 | 104 | 107 | 110 | 111 | 110 | 113 | 109 | 109 | 108 | 110 | 117 |
| | 1965 | 112 | 106 | 114 | 114 | 115 | 103 | 105 | 108 | 114 | 113 | 114 | 116 | 115 | 112 | 112 | 111 | 122 |
| | 1966 | 115 | 110 | 116 | 118 | 118 | 105 | 108 | 114 | 115 | 118 | 114 | 120 | 118 | 116 | 115 | 113 | 125 |
| | 1967 | | 114 | 117 | | | 110 | 113 | 116 | 117 | 118 | 117 | 122 | | | | | |
| | 1966 | +3 | +4 | +2 | +3 | +3 | +3 | +2 | +6 | +1 | +4 | +1 | +4 | +3 | +3 | +3 | +2 | +3 |
| | 1967 | +2* | +4 | +1 | | | +5 | +5 | +2 | +1 | +1 | +2 | +1 | | | | | |
| Men's hairdressers, and men's hairdresser-tobacconists (£24 million) | 1963 | 107 | 110 | 106 | 110 | 112 | 99 | 99 | 100 | 102 | 107 | 108 | 115 | 106 | 109 | 108 | 107 | 119 |
| | 1964 | 111 | 105 | 109 | 115 | 116 | 109 | 104 | 102 | 107 | 110 | 111 | 119 | 114 | 111 | 112 | 111 | 123 |
| | 1965 | 115 | 109 | 112 | 119 | 121 | 111 | 108 | 107 | 108 | 111 | 117 | 121 | 118 | 117 | 118 | 113 | 131 |
| | 1966 | 120 | 112 | 117 | 124 | 126 | 114 | 110 | 112 | 114 | 117 | 120 | 126 | 124 | 123 | 122 | 118 | 136 |
| | 1967 | | 117 | 119 | | | 119 | 117 | 115 | 115 | 118 | 123 | 130 | | | | | |
| | 1966 | +4 | +3 | +4 | +5 | +4 | +3 | +2 | +4 | +6 | +5 | +2 | +4 | +5 | +6 | +4 | +4 | +3 |
| | 1967 | +3* | +4 | +2 | | | +4 | +6 | +3 | +1 | +1 | +3 | +3 | | | | | |
| Women's hairdressers, and men's and women's hairdressers (£73 million) | 1963 | 106 | 99 | 110 | 107 | 108 | 90 | 97 | 108 | 111 | 111 | 109 | 112 | 105 | 104 | 107 | 106 | 111 |
| | 1964 | 109 | 104 | 111 | 109 | 110 | 99 | 105 | 109 | 112 | 111 | 110 | 111 | 108 | 108 | 106 | 109 | 114 |
| | 1965 | 111 | 105 | 114 | 112 | 113 | 100 | 105 | 108 | 117 | 114 | 113 | 114 | 114 | 110 | 110 | 110 | 118 |
| | 1966 | 114 | 109 | 115 | 116 | 116 | 102 | 107 | 115 | 115 | 118 | 113 | 118 | 117 | 113 | 113 | 112 | 121 |
| | 1967 | | 112 | 117 | | | 107 | 112 | 117 | 117 | 119 | 115 | 119 | | | | | |
| | 1966 | +2 | +4 | +1 | +3 | +2 | +2 | +3 | +6 | −1 | +4 | Nil | +3 | +2 | +3 | +2 | +2 | +2 |
| | 1967 | +2* | +4 | +1 | | | +5 | +5 | +2 | +1 | +1 | +2 | Nil | | | | | |

* January-July.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.

## National Income and Expenditure, 1967

THE NATIONAL INCOME Blue Book for 1967, prepared by the Central Statistical Office and published on September 7 (HMSO, price 7s. 6d.) gives details of national income and expenditure for each of the 11 years 1956 to 1966. In addition the main summary tables (as far as possible on a consistent basis) also cover 1938 and all the post-war years.

Preliminary estimates for 1966 and estimates for the previous five years were published in a White Paper (Cmnd. 3244) last spring. More detailed information on the balance of payments was published on September 8 in 'United Kingdom Balance of Payments, 1967' (HMSO, price 10s.).

The 1967 Blue Book contains for the first time estimates of employment in the private and public sectors (Table 13). In addition, later information and changes in statistical sources and methods, which are described in the notes (Section xiv), have led to revisions to a number of figures previously published.

## Gold and convertible currency reserves August, 1967

THE TREASURY announce that the gold and convertible currency reserves fell by £12 million during August, to stand at £985 million at the end of the month.

### OPPORTUNITIES FOR EXPORTERS

*Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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# UK balance of payments 1952-1966

DETAILED ESTIMATES of the United Kingdom balance of payments for the years 1952-1966 are contained in 'United Kingdom Balance of Payments, 1967' prepared by the Central Statistical Office and published on September 8 (HMSO, price 10s.). There have been some revisions to the figures published earlier this year, but their net effect is relatively small.

The figures cover the alternative approaches to measuring the balance of payments. The balance of monetary movements shows a deficit of £176 million in 1966, compared with £238 million in 1965 and £731 million in 1964. The figures show for identified transactions on current and long term capital account a deficit of £175 million in 1966, compared with deficits of £342 million in 1965 and £776 million in 1964.

The publication, which is the fifth in an annual series supplementing the quarterly estimates issued by Press Release and in *Economic Trends*, also contains an Annex explaining the relationship between the balance of payments and estimates of the nation's external assets and liabilities at end-1962 and at end-1966. It also provides estimates of the balance of payments of the overseas sterling area and of the sterling area as a whole for the years 1958 to 1966.

**Current Account**

The deficit on current account last year was £59 million, a reduction of £51 million compared with 1965. The improvement in visible trade was greater than this; imports increased by £168 million but exports and re-exports also rose by the record amount of £326 million. Including payment for United States military aircraft, financed mainly by drawings on a special Export-Import Bank credit, the total deficit in the visible account in 1966 was £152 million compared with £281 million in 1965.

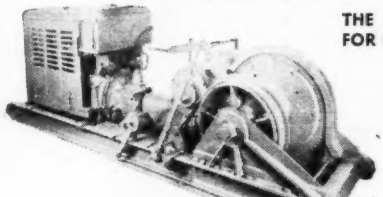
**Long-term capital account**

On long-term capital account the net outflow in 1966 was £116 million, exactly half that of 1965. The net outflow of official capital was much the same as in 1965 but the net outflow of private investment fell sharply from £148 million to £35 million. Outward investment fell by £39 million, largely in response to the various measures introduced to limit outward private investment, whilst inward investment rose by £74 million.

(*Continued on next page*)


**'DARLINGTON' WINCHES**

THE **'DARLINGTON'** STATIC



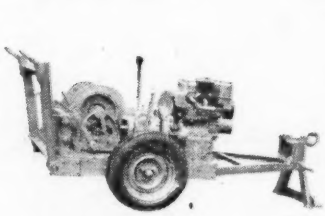
THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS



POWERED BY PETROL OR DIESEL ENGINE

SPECIALISTS IN VEHICLE AND STATIC WINCHES

**DARLINGTON ENGINEERING CO.** (Gateshead) **Ltd.**

TEAM VALLEY ESTATE, CO. DURHAM

**Monetary movements**

After the transfer of £316 million from the Treasury portfolio of dollar securities, the reserves rose by £34 million in 1966. Among other monetary movements, net liabilities in sterling rose by £135 million but net liabilities in non-sterling currencies fell by £148 million.

## Orders in the footwear industry

THE SLACKNESS in footwear ordering during the second quarter of 1967 persisted in July when net new orders received were 9 per cent less than in July 1966. Order books continued to be depressed and at the end of July were 11 per cent less than a year ago. Deliveries, which in the second quarter were almost unchanged compared with the corresponding quarter of 1966, weakened in July to be 5 per cent less than in the same month last year.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P 17).

Million pairs

| | Orders-on-hand (end of period) | Net new orders | Deliveries |
|---|---|---|---|
| 1964 | 35·8 | .. | 16·8 |
| 1965 | 39·9 | 16·8 | 16·5 |
| 1966 | 33·9 | 15·7 | 16·2 |
| 1965 1st quarter | 36·7 | 16·5 | 16·2 |
| 2nd quarter | 42·9 | 17·9 | 15·8 |
| 3rd quarter | 32·8 | 13·3 | 16·7 |
| 4th quarter | 39·9 | 19·6 | 17·3 |
| 1966 1st quarter | 40·4 | 17·5 | 17·4 |
| 2nd quarter | 46·5 | 17·4 | 15·4 |
| 3rd quarter | 28·7 | 10·2 | 16·1 |
| 4th quarter | 33·9 | 17·5 | 15·8 |
| 1967 1st quarter | 40·5 | 18·3 | 16·1 |
| 2nd quarter* | 42·0 | 16·0 | 15·5 |
| 1966 May | 46·8 | 18·8 | 15·7 |
| June | 46·5 | 14·5 | 14·8 |
| July | 39·3 | 8·0 | 15·2 |
| August | 34·5 | 9·4 | 14·2 |
| September | 28·7 | 13·2 | 19·0 |
| October | 30·2 | 19·4 | 17·9 |
| November | 34·7 | 22·0 | 17·5 |
| December | 33·9 | 11·2 | 12·0 |
| 1967 January | 33·4 | 13·9 | 14·4 |
| February | 35·9 | 20·4 | 17·9 |
| March | 40·5 | 20·6 | 16·0 |
| April* | 41·6 | 18·2 | 17·1 |
| May* | 44·7 | 17·4 | 14·3 |
| June* | 42·0 | 12·3 | 15·0 |
| July* | 34·8 | 7·3 | 14·5 |

*Note:* The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

## Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

**Monthly** at £1 a year, post free:
- *Motor Cycles, Three-wheel Vehicles, Pedal Cycles and Parts for June* 1967
- *Gramophone Records for June* 1967
- *Tools and Implements for May* 1967
- *Timber – Softwood, Hardwood and Plywood for July* 1967
- *Locomotives for June* 1967
- *Clothing for June* 1967
- *Boxes, Cartons and Fibreboard Packing Cases for June* 1967
- *Paper and Film Bags for June* 1967

**Quarterly** at 7s. 6d. a year, post free:
- *Toilet Preparations for April-June* 1967
- *Linen for April-June* 1967
- *Soap and Synthetic Detergents for April-June* 1967
- *Mechanical Handling Plant for January-March* 1967
- *Scientific and Industrial Instruments and Apparatus for January-March* 1967
- *Floorcoverings for April-June* 1967
- *Pens and Pencils for April-June* 1967
- *Motor Control Gear for April-June* 1967
- *Metal-working Machine Tools for January-March* 1967

## Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in July showed a decrease of 7 per cent on a year earlier, compared with decreases of 6 per cent and 13 per cent in June and May respectively.

The value of stocks at the end of July was 4 per cent lower than a year earlier.

**Notes:**

These statistics are prepared by the Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

### Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier

| | Value of sales (Total Home Trade) | | Value of stock (at end period) (b) | |
|---|---|---|---|---|
| | | % | | % |
| 1965 Year | 113 | + 1 | .. | .. |
| 1966 Year | 110 | — 3 | .. | .. |
| 1966 3rd quarter | 111 | — 2 | 161 | + 8 |
| 4th quarter | 128 | — 7 | 140 | +18 |
| 1967 1st quarter | 92 | — 8 | 158 | + 8 |
| 2nd quarter | 91 | — 9 | 137 | Nil |
| 1966 July | 79 | Nil | 147 | + 3 |
| August | 104 | + 3 | 159 | + 3 |
| September | 149 | — 6 | 161 | + 8 |
| October | 144 | — 3 | 150 | +11 |
| November | 133 | — 6 | 149 | +14 |
| December | 107 | —14 | 140 | +18 |
| 1967 January | 67 | — 6 | 143 | +15 |
| February | 89 | — 3 | 154 | + 9 |
| March | 120 | —13 | 158 | + 8 |
| April | 95 | — 8 | 150 | + 7 |
| May | 89 | —13 | 151 | + 5 |
| June | 88 | — 6 | 137 | Nil |
| July | 78 | — 7 | 142 | — 4 |

### Table 2. Analysis by department

Percentage changes compared with a year earlier.

| | Sales | | Stocks (b) |
|---|---|---|---|
| | July 1967 | January 1 to July 31 | July 1967 |
| | % | % | % |
| Women's knitted outerwear, blouses and skirts | — 9 | —14 | + 4 |
| Women's coats, costumes, furs and raincoats | —29 | —18 | —18 |
| Women's underwear | — 1 | —11 | —20 |
| Women's hose and children's socks | — 1 | + 4 | +18 |
| Women's millinery | +22 | —10 | — 5 |
| Haberdashery, ribbons and wool | — 9 | — 9 | —19 |
| Children's wear | —10 | —12 | + 3 |
| Men's and boys' shirts, pyjamas and outfitting | —15 | —10 | —11 |
| Gloves | —41 | —24 | — 6 |
| Piece-goods and nets | + 6 | — 6 | —13 |
| Household textiles | —14 | — 9 | —21 |
| Floor-coverings, furniture and hardware | — 7 | — 5 | —11 |
| Grand total (a) | — 7 | — 8 | — 4 |

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

**THE PATENT OFFICE**

*In addition to handling some* 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

*Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office,* 25 *Southampton Buildings, London, W.C.2.*

*Receipts from sales amount to some* £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

# Registrations of British and foreign films

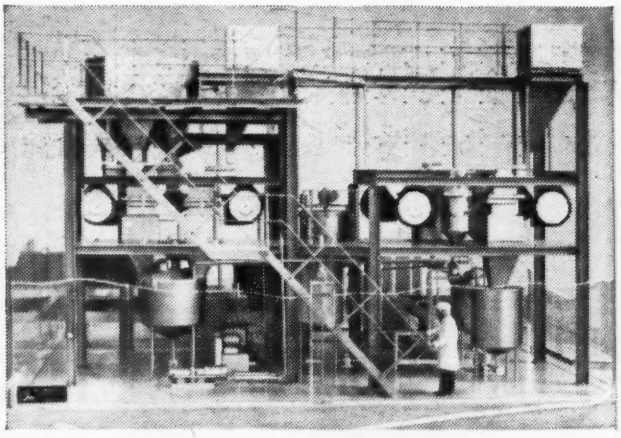
The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, September 8, 1967.
Br/E indicates that the film is a British quota film.

| Title of Film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| **BRITISH** | | | | | |
| Two Weeks in September | Br/E 32619C | 95 | September 5 | Rank Film Distributors Ltd. | Francos Films S.A., Paris and Kenwood Films Ltd., London. |
| Playing the Game | Br/E 32633 | 24 | September 8 | Paramount Film Service Ltd. | Harold Baim Productions Ltd. |
| Thunder of the Gods | Br/E 32634 | 32 | September 8 | Warner-Pathe Distributors Ltd. | Ilchester Productions Ltd. |
| Thunder of the Kings | Br/E 32635 | 45 | September 8 | " " | " " |
| Pathe News 67-71 | Br/E 32309 | 8 | September 8 | " " | Associated British-Pathe Ltd. |
| Pathe News 67-72 | Br/E 32310 | 7 | September 8 | " " | " " |
| Movietone News 1995 | Br/E 32443 | 7 | September 8 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 1995A | Br/E 32444 | 7 | September 8 | " " | " " |
| **FOREIGN** | | | | | |
| Yoko Ono Film No. 4 | F 32620 | 76 | September 6 | Connoisseur Films Ltd. | Yoko Ono and Anthony Cox. |
| Wrapping Event | F 32621 | 14 | September 6 | " " | " " |
| Incomplete | F 32622 | 10 | September 7 | Contemporary Films Ltd. | Bulgarian State Enterprise Distribution of Films, Sofia. |
| Prehistoric Valley | F 32623 | 80 | September 8 | Columbia Pictures Corp. Ltd. | Columbia Pictures Corp. |
| Duck Fever | F 32624 | 7 | September 8 | Paramount Film Service Ltd. | Paramount Pictures Corp. |
| The Plumber | F 32625 | 6 | September 8 | " " | " " |
| The Trip | F 32626 | 7 | September 8 | " " | " " |
| High Steel | F 32627 | 14 | September 8 | " " | " " |
| Kentucky Thoroughbred Racing | F 32628 | 17 | September 8 | " " | " " |
| Unarmed in Africa | F 32629 | 19 | September 8 | " " | " " |
| Once Before I Die | F 32630 | 96 | September 8 | Gala Film Distributors Ltd. | F.8 Productions. |
| The Footbridge | F 32631 | 90 | September 8 | " " | Les Films du Velois, Paris. |
| Dancing the Sirtaki | F 32632 | 77 | September 8 | " " | Th. A. Damaskinos-V.G. Michaelides, Athens. |

**CORRECTION TO THE REGISTER:**
The playing time of the film 'Top Sail Schooner' (Br/E 32586) registered on August 16, 1967, has been corrected to 20 minutes.

## BRITISH EXPORT ORDERS FROM THE SOVIET UNION

*Two British Printing Corporation companies have signed a contract worth more than £20,000 with a Russian trade delegation. The work, a 52-page four colour tourist guide book in five languages, and other literature, is being printed by Gale and Polden Ltd., Aldershot, and the Sidney Press Ltd., Bedford. The order was the result of a contact established by Mr. Laurence Viney, managing director of Sidney Press, with the Russian authorities through his company's specialization in printing Russian and other foreign languages. Discussing the job and the machinery to be used are Mr. Rostislav V. Morolev, the publisher from Moscow, and Mr. Nikolai V. Guerassimov from the Russian trade delegation to the United Kingdom, together with Mr. Roger Hutton, sales director, and Mr. Wilfred Green, technical director of Gale & Polden.*



*A model of one of the five fully automated mayonnaise and salad-dressing processing plants designed and engineered for the Soviet Union by A. Johnson and Company (London) Limited. The equipment for automatically batch-weighing the ingredients – egg powder, starch, oil, water/vinegar and additives – was designed and built by W. & T. Avery Limited and consists of two heavy- and four light-duty industrial scales, with Avery electronic switches to cut off feeds automatically, fully automatic sequence control, and an independent manual-control station for each scale. Four of the scales are used for the preparation of mayonnaise and all six in the preparation of salad dressing. These five plants are part of an order received by Johnsons for 32 food-processing plants.*

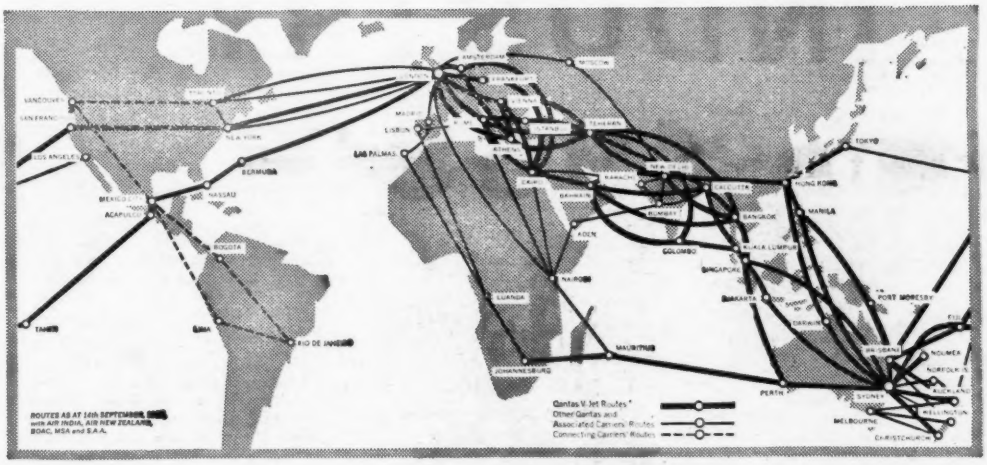
**ADVERTISEMENT INQUIRIES FOR THE JOURNAL**

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

# Are your exports missing out on any Major World Market?

# Qantas can speed them there for you!

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# THE QUEEN'S AWARD TO INDUSTRY 1968

**The closing date for receipt of applications is the 31st October, 1967. Application forms may be obtained from the Office of the Queen's Award to Industry, 1 Victoria St, London SW1. Telephone: 01-799-7000**

# *The Queen's Award to Industry*

*his supplement contains a selection of news items and photographs of firms who received the* 1967 *Queen's Award to Industry. or reasons of space it has been impossible to represent all the Award winners. A full list was published in the April* 28 *issue of* :e Board of Trade Journal.

**THE closing date for applications for the Queen's Award to Industry, 1968, is October , 1967. The third list of Award holders will announced on April 21, 1968, HM The ueen's personal birthday. 115 concerns were noured in 1966, when the Award was made r the first time, and 85 in 1967.**

The Award was instituted and created by a oyal Warrant of November 30, 1965, published on March 22, 1966. This followed the overnment's acceptance of the Report of a ommittee chaired by the Duke of Edinburgh hich had been asked to work out a scheme f making awards to industry for outstanding a hievement in increasing exports or in technological innovation. (The Report of the Duke o Edinburgh's Committee was published by HMSO on August 3, 1965.)

The Award is related to the production of goods by any branch of British industry, including agriculture. It is made to organizations and not to individuals; these organizations are normally industrial companies, but nationalized industries, government agencies, research associations, educational institutions and bodies of a similar character are eligible if they can show that they have contributed to industrial efficiency in the field with which the scheme is concerned. In the case of large industrial organizations with a wide range of activity, the Award is often made to the parent company for the achievements of specified units such as divisions and branches, which have a distinctive identity.

**Criteria for the Award**

The Award is made for industrial efficiency assessed in terms of achievements, such as:

(i) A substantial and sustained increase in total exports over a period of three years.

(ii) A substantial and sustained increase in the percentage of total export sales to total business over a period of three years.

(iii) A percentage of exports to total business which is considerably and consistently higher than the average for the applicant's sector of industry.

(iv) A spectacular increase over a shorter period than three years where there is a reasonable prospect that the performance can be maintained.

(v) A breakthrough in a particularly difficult market.

(vi) The greatest value of export sales by any group or company in a given year.

(vii) A significant advance in the application of advanced technology to a production or development process in British industry. Recognition will only be accorded under this head if greater efficiency results from the process.

(viii) The production for sale of goods which incorporate new and advanced technological qualities.

The Award for export achievement is for the direct export of goods by British industry. The Award for technological innovation is confined to finished products or processes resulting from or involved in the normal course of commercial production.

Unlike other honours bestowed by The Queen, recipients of the Queen's Award are chosen only from those concerns that have applied for it . Application forms and notes of guidance can be obtained from the Office of the Queen's Award (see below). Applications are treated in strict confidence. Recommendations for the Award are made to The Queen by the Prime Minister who is assisted by a committee composed of representatives of industry, the trades unions, the engineering institutions and the civil service.

The recipients of the Award are announced each year on April 21, The Queen's personal birthday. A Grant of Appointment and a presentation copy of the emblem are presented to recipients by the Lords Lieutenant of counties, as Her Majesty's personal representatives, at ceremonies which are normally held in or near the Award holder's main factory to allow all concerned in the honour to be present.

**Award emblem**

Holders of the Queen's Award are entitled to display the emblem, designed by Abram Games, OBE, RDI, FSIA, which symbolizes Royal recognition of export and technological achievement. The presentation copy of the emblem is made of stainless steel and is embedded in a transparent plastic block, but the intention is that the emblem should be displayed in a wide variety of ways, and it has been designed with this in mind. It can be flown on a flag at the holder's factory, shown on stationery, advertisements, products and export packing cases, and used on badges for salesmen and other staff.

Award holders can display the emblem for five years, but can apply for further Awards before the five years have elapsed if they can show further export achievement or different technological innovations. Unsuccessful applicants can apply in future years if they consider that they have improved their export achievement, developed a technological innovation further, or made a new technological innovation.

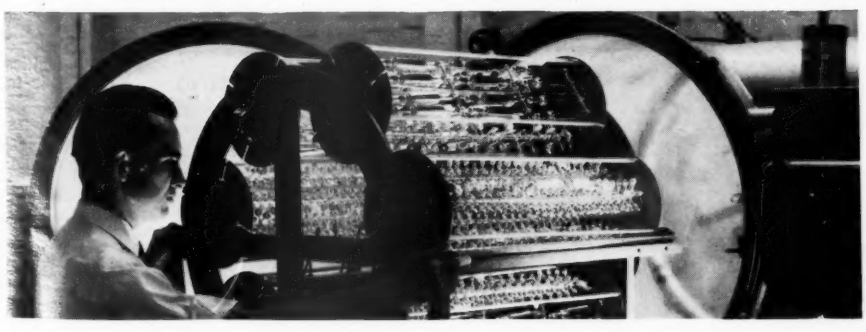
**Award holders**

The essence of the Award scheme is that standards should be kept high, and that the number of Awards made each year should be strictly limited. At the same time, the number of Awards is large enough to hold out a chance of success to any firm with outstanding achievements in the field covered by the scheme regardless of its size. The first list of Award holders, which appeared on April 21, 1966, contained 115 names; 86 Awards were for export achievement; 11 for technological innovation and 18 for achievement in both fields. The second list contained 85 names; 48 Awards were for export achievement, 28 for technological innovation and nine for achievement in both fields. Both lists included a number of cases where large industrial groups received one Award for the separate achievements of two or more units. Three of the firms honoured for technology in 1967 held 1966 Awards for different technological innovations, and 12 of the firms honoured for exporting held 1966 Awards for export achievement.

The Award holders in each year represented a very wide spread in industrial activity and size of company: they ranged from small specialized firms with employees numbered in tens to industrial giants with employees numbered in tens of thousands and their products ranged from percussion instruments, through whisky and cars to heavy engineering equipment. Scotland, Wales, Northern Ireland and every region in England were represented in both lists. The use of the emblem by holders, the number of applications and press coverage of the announcement of the Awards and of the individual ceremonies have shown that industry attaches importance to the Award.

**Application forms for the 1968 Award can be obtained from the Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-799 7000). The closing date for the receipt of completed application forms and statements of case is October 31, 1967.**

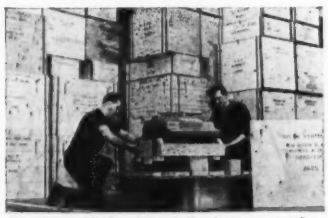
**Edwards High Vacuum International Ltd. and three Sussex based operating companies, have gained the Award for technological innovation in high vacuum engineering. Picture shows an Edwards vacuum coater used for depositing a bright metal finish on plastics buttons and novelties at Apex Ltd., Bromley, Kent.**



Wheeling is the highly skilled craft that makes the fine nap on Garnar chamois. About two-thirds of the leathers produced by James Garnar & Sons are exported to over 60 different countries, the most important markets being the United States, Canada and Western Europe.

The still-house at Talisker distillery, Isle of Skye – one of 40 which produce malt whisky for The Distillers Co. Ltd. The resident excise officer is replacing the padlock on a supply pipe after a new charge of fermented 'wash' has been run into a still. The Distillers Company received the 1967 Award in respect of the export achievement of four of its Scotch whisky companies.

At the Bury St. Edmunds, Suffolk, factory of W. Vinten Ltd., John Canning (left) and Richard Hulks measure the pulse of the flash synchronization unit on the Vinten 70 mm day-and-night aerial reconnaissance cameras for the Royal Canadian Air Force. Vinten cameras or complete camera systems are in use with practically every major Air Force in Europe and the Commonwealth.



Packing a National Cash Register accounting machine for export. In 1966 alone, NCR machines were exported to 88 countries.

Crosfield Electronics' Diascan 2000 which separates colour transparencies into the four colours required for conventional printing in the shortest possible time. These separations are fully colour-corrected and balanced. Picture shows the operator placing a strip of 35 mm. film around the drum prior to the scanning operation. Crosfield's export figures rarely show a monthly total below 60 per cent and usually run in the 70-80 per cent bracket.

Vic Nicholson leads the field at the Brighton road race on June 4 on the latest racing version of the Moulton, specially constructed in Reynolds 531 light tubing. The Moulton bicycle first went into production in 1962 and led a world-wide revolution in small wheeled bicycle production.

## Hastie steering gear goes to world shipyards

John Hastie & Company, exporters of ships' steering gear, have in recent years achieved notable success in the very competitive markets where most of the world's ships are now being built. Most of the large ships now being built in Sweden are fitted with Hastie's steering gear. In addition, they are now supplying equipment to all the major German shipyards – including gears for six mammoth tankers of 200,000 d.w.t. and one for the new German passenger liner Hamburg.

## Steady expansion in Renolds' direct export sales

Renold Limited, precision chain and positive power transmission engineers, export some 75 per cent of their production. Direct export sales account for 40 per cent, and it is estimated that a further 35 per cent is indirectly exported as components in complete British machines and plant. Over the last few years, direct sales have been steadily improved in traditional markets in Europe, Southern Africa, Canada and Australasia. More recently important contracts have been won in Japan, Germany and Italy for the supply of camshaft chains and adjusters to prominent car manufacturers, whilst industrial business has been expanded both in the USA and Latin America.

## Automatic transmissions for the world's cars

Borg-Warner's big success story is in the field of fully automatic transmission for cars and light vans, and the firm are now supplying about 70 different versions for use on nearly 30 makes of car and van made in six countries.

## North American success

Carding Specialists Co., of Halifax, which manufactures and sells specialized cotton carding machinery, has during the past five years doubled its total sales, and in this period the proportion of exports has never been less than 80 per cent. In the past 12 months export sales totalled £1,650,000, equivalent to over £3,000 for every man and woman employed.

The company has achieved a sizeable increase in its exports in each of the past 10 years. In the traditionally tough, competitive markets of North America, Carding Specialists has been a big dollar earner with exports in each of the last three years exceeding $3 million.

Metal being poured into engine body mouldings at John Robson (Shipley) Ltd. For many years the whole of the company's engine output has been exported, and last year the percentage of total turnover exported was 99.8 per cent.

Hastie have also been building up their sales in Japan, which is now supplying nearly half the world's shipbuilding tonnage. Over the last four years, sales in this market have been increasing by approximately 50 per cent per year, and the firm is now working on steering gears for six mammoth tankers of 300,000 tons d.w.t. being built at Ishikawajima-Harima Industries and Mitsubishi Heavy Industries shipyards for National Bulk Carriers of New York.

## 'Rainmakers' sell to 70 countries

Export sales of irrigation equipment worth millions of pounds to over 70 countries have been achieved by Wright Rain Ltd. of Ringwood, Hampshire, designers and producers of sprinkler irrigation systems and hydraulic slurry disposal equipment. Last year, the company sold equipment worth around £100,000 to Rumania, against fierce international competition, and won big orders in Africa, Central and South America, Asia and the Common Market countries.

## Export orders for gamma ray irradiation plants

Resulting from work on gamma ray irradiation plants for the sterilization of medical products, for the design and manufacture of which they received the Award, H. S. Marsh Ltd. have already received export orders for three major plants: Wageningen, Holland, where the plant will be used experimentally in connection with the radiation of foodstuffs such as potatoes, tomatoes, strawberries, meat and fish; Bologna, Italy, where the plant will be used commercially for the irradiation of hypodermic syringes and other medical products, and Skarhamn, Sweden, which will be one of the world's largest commercial plants for the irradiation of medical products.

## Exports for beat groups

Ninety per cent of the world's beat groups, scattered over 67 different countries, use VOX electronic musical instrument equipment, produced by Jennings Musical Industries, who won the Award through their parent company, Royston Industries. America, Russia, the Far East and other export markets account for 72 per cent of the company's turnover.

Sir Alan Wilson, chairman of Glaxo Group Ltd., holds up the Award Emblem after receiving it from Field-Marshall Sir Gerald Templer. Glaxo Laboratories, who received the Award for export achievement, exports to 115 countries throughout the world, and export sales are now nearly one-half of its total business. In the three-year period submitted last October for consideration by the Queen's Award Committee, Glaxo Laboratories increased the value of its pharmaceutical exports by 64 per cent.

Lord Willoughby de Broke (right) presents the Award emblem to Lord Aldington, chairman of The General Electric Company Ltd. at a meeting in Coventry. The Award is for technological innovation by GEC (Telecommunications) Ltd., who introduced microwave radio equipment for carrying telephone calls and television that uses transistor-type components (semi-conductors) instead of valves and tubes. Overseas contracts for the sale of this type of equipment already total £6 million.

## Capital plant for jute

In the last 12 months Fairbairn Lawson Textile Machinery Co. has sold capital plant to the jute, hard fibres and allied substitute fibres industries in India, Pakistan, China, Kenya, Peru, Iran, East Germany, Brazil, Thailand, Angola, Mexico, Holland, Guatemala, South Africa, Ivory Coast, France, Spain and Sweden. During 1965/1966, it achieved export sales amounting to £2.5 million.

## Gas Council's breakthrough in town gas manufacture

The 'technological innovation in town gas manufacture' for which the Award was conferred on the Gas Council, relates to the Catalytic Rich Gas Process.

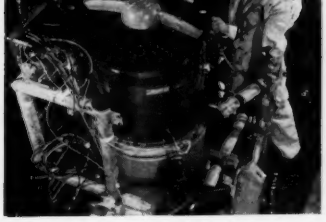
The capital cost of a CRG plant is approximately one-sixth of that of a traditional coal gas plant, and it halves the cost of gas production compared with coal carbonization. In addition, the plant necessary occupies much less space and is more economic in use of man-power; it takes 220 men to produce 100,000 therms a day in a traditional coal plant, but only 16 at a CRG plant.

CRG plants have been ordered for Japan and Italy and royalties of about £300,000 are payable to the Gas Council.

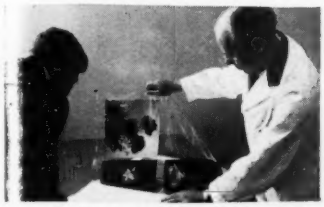
The Oxford Instrument Company will shortly be making the first large superconductive focusing magnet for nuclear research at CERN. Picture shows one of the first superconductive magnets being tested in liquid helium.

The display unit of a Decca D.202 marine radar installed in the French Customs vessel 'Vent d'Amont'. Introduced in 1963 the D.202 was the world's first transistor marine radar. Over 90 per cent of Decca's output goes abroad, and Decca radars are fitted in nearly half the world's radar-fitted ships.

Mr. John Davis, chairman and chief executive of the Rank Organisation (left) receives the Emblem and Scroll of the Award from Field-Marshal Sir Gerald Templer. In the year considered for the Award, the Rank Taylor Hobson Division, makers of precision measuring instruments and lenses, increased its exports by 36 per cent, and 54 per cent of its total production went overseas. Overseas customers for the company's optical goods include such highly competitive markets as the United States and Eastern Europe, where sales increased by 112 per cent and 52 per cent respectively during the year.

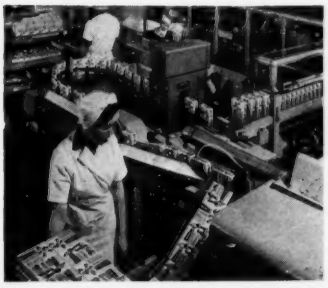


The Aero Engine Division of Rolls Royce Ltd. received the Award this year for export achievement and technological innovation. During 1966 engines were delivered for 48 types of aircraft manufactured in 10 countries. Civil and military, direct and indirect engine exports totalled £57 million The RB.162-81 is the latest version of the Rolls Royce RB.162 series of lift jets; an engine is here seen being prepared for a test run at the Rolls Royce Derby factory.



new film/paper combination which effectively halves printing time is now available from XL. The Bexfilm system has been developed and manufactured by Bexford Limited, claimed to be the only producers of cast photographic film base in the Commonwealth.

A reversing cold mill, fitted with the Davy-United 'Gaugemeter' system of automatic gauge control. This mill is in operation in the works of Tolmatil, SA, Liege, Belgium. The system has been installed on over 100 of the world's strip rolling mills.



Cartons of liquorice allsorts flow out of the mechanized packing department at Geo. Bassetts, Sheffield. Geo. Bassett Holdings received the Award in recognition of the export performances of its Bassett and Wilkinson subsidiaries. Exports of Bassetts and Wilkinsons realized £1¼ million last year representing 23 per cent of the total sales of the two firms.

Dr. Luis Cid Rojas (left), vice-president of Laboratoria Chile SA, is shown The British Drug Houses Limited's Award by Mr. F. W. Grifin, managing director, BDH Group Ltd., during his visit to BDH. The company sells to 123 overseas countries, including China, and Russia.

Sampling on the chemical plant of the Macclesfield works of ICI Pharmaceuticals Division, whose exports rose by an average of 17 per cent per annum between 1963 and 1966, with a particularly high sales increase to France, Australia, United States and the Irish Republic.

The 4.2 litre Jaguar E-type – Jaguar's biggest selling export model – at 'Expo '67', Montreal, taking part in a fashion parade during the British National Day there. In the period qualifying for consideration for the Award, the overseas sales of Jaguar cars and parts earned for Britain over £41 million. Jaguar cars are sold in 126 different countries, through a network of 134 distributors and 960 dealers.

A 1,950 hp diesel-electric locomotive with AEI electrical equipment operating on New South Wales Government railways. AEI has supplied equipment for a total of 165 locos on these railways, and for 138 locomotives on other Australian State railways. In 1966 the export sales of the Traction division exceeded £7 million – over 60 per cent of total sales.

Sir James Fitzjames Duff, Lord Lieutenant of Durham hands the Award to Mr. G. R. Petrie, chairman of International Paints (Holdings) Ltd. On the left is Mr. C. R. Preston, managing director of the firm. 'International' claim to be the largest UK paint exporters of all types of modern and conventional coatings for the marine Industrial and decorative fields.

Seen here in Denmark, this Aveling-Barford Super 500 motor grader is spreading and grading sub-base material on a road construction job. Aveling-Barford exports rollers, motor graders, dump trucks and tractor shovels to over 120 countries.

The Radiochemical Centre of the UKAEA, Amersham, established in 1946, is engaged in the production and marketing of radioactive materials of all kinds for civil use at home and abroad. Radioisotopes and related products are regularly exported to about 80 countries including the dollar areas, and the sales of the Centre's products are increasing at about 12½ per cent each year. Exports account for 55 per cent of the total sales (which in the financial year 1965/66 amounted to £2,164,000). Picture shows ion-exchange purification of carbon-14 labelled nucleic acid compounds.

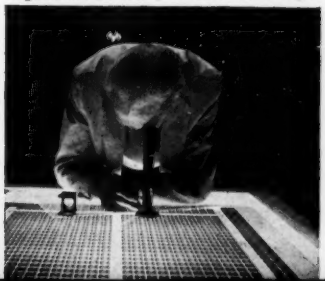
Dowty thin seam powered roof supports in use in NCB collieries. The Dowty Group won the Award for technological innovation in mining equipment.

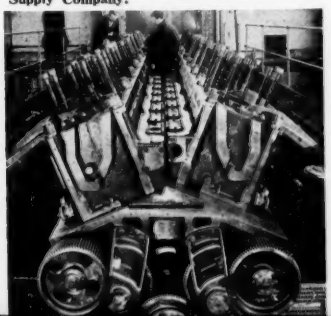
Field-Marshal Sir Gerald Templer presents the Award to Associated Engineering group chairman Mr. H. R. Moore. The presentation took place at the headquarters of the Glacier Metal Company, a subsidiary of the Associated Engineering Group.

The Lord Lieutenant of Warwickshire, Lord Willoughby de Broke, about to present the Award to Mr. Eric Turner, chairman of BSA. The bulk of the exports of the Group, Britain's largest manufacturer and exporter of powered two-wheelers, go to the American market.

Harrison & Sons (High Wycombe) Ltd. are now one of the largest printers of photogravure stamps in the world: up to 100 million postage and other stamps are produced each day at the High Wycombe factory. Some 73 per cent of the total output of postage stamps is exported to 127 overseas territories. Picture shows each stamp image being examined in the planning department: cylinder numbers, imprints and registration marks may be added at this stage.

Mr. Raymond Sheavills, welder, on the Caterpillar Tractor Co., bulldozer fabrication line, explains his work to Sir James Fitzjames Duff and Mr. M. W. Dargel, Caterpillar's managing director, during Sir James' tour of the company's Newcastle plant after handing over the Award emblem. Over 70 per cent of Caterpillar's total sales currently go abroad, and British built Caterpillar machines are at work in Europe, the Middle East, Africa and South East Asia.





Three Hawker Siddeley companies received the Award this year. The Mirrlees National 6143 BPH type KV16 MAJOR diesel engine being erected in the test bay of the company's Stockport works is destined for the Ubungo power station of the Tanzanian Electric Supply Company.

Sir James Fitzjames Duff presents the Award to Mr. H. Loebl of Joyce, Loebl & Co. Ltd.

## Holman's Rotair successes

Annual exports of Holman Brothers' products from Camborne from 1964 to 1966 amounted to 56, 60 and 61 per cent respectively of sales. Total Group sales overseas have for some years accounted for more than 70 per cent of Group turnover, which is of the order of £12 million.

The Holman Rotair rotary screw compressor, introduced in 1960, has had significant export success, say the company. More than 70 per cent of sales during the last four years have been in overseas markets in nearly 80 countries.

## Television programmes for United States

Associated Television has recently been markedly successful in selling programmes to the United States – a particularly difficult market to infiltrate. Until comparatively recently no British company had ever sold a series to any of the three United States networks for a peak-time slot. Since 1965 many series have been sold to the three United States networks. National Broadcasting Corporation, American Broadcasting Company and CBS, thus completing sales to each of the three United States networks.

## America buys Byford socks

The first export order to leave the factory of D. Byford and Co., the hosiery and knitwear manufacturers, in Leicester, was in 1920, when 15 dozen pairs of socks were dispatched to a shop in Cape Town. Since then Byford's exports have reached an annual figure exceeding £1,500,000, about 43 per cent of their total turnover. Their largest single market is the United States – nearly half of all the men's socks sent to America from this country are made by Byford.

## Knitting machine exports

The first mechanized multi-section machine for knitting fully fashioned underwear, outerwear and stockings was patented by William Cotton in 1864. Today the company which still bears his name, backed by the resources of

Lord Willoughby de Broke watching production methods at the Lucas semi-conductor factory, Mere Green, Sutton Coldfield. The tour, which was conducted by Dr. G. C. Williams, product general manager (left), preceded the presentation of the Award for technological innovation to Joseph Lucas Limited. Assisting Dr. Williams were Mr. B. Baker, factory manager, and Mr. K. Smithem, factory superintendent (right).

The experimental research unit for solvent extraction processes in the new research laboratories at Thorium Ltd. Thorium received the Award for technological innovation in the production of rare earth compounds, and in 1966 its exports accounted for 60 per cent of the total sales.

Bentley Engineering Group Ltd., occupies what is claimed to be the largest and most up-to-date factory anywhere in the world building knitting machines of this type.

While the expansion of the company's production over the last five years has materially helped its exports by a threefold increase in its total output, the export proportion has progressively increased from 50 per cent to 70 per cent during the same period.

## Burroughs export to the United States

Burroughs Machines Ltd. claim to be the biggest exporter of office machinery in its field. In its two Scottish factories – at Cumbernauld and Strathleven – Burroughs employ more than 4,500 people. The Strathleven plant is responsible for the entire world production of Burroughs Series C calculating machines and for the Series P adding and book-keeping machines. A major proportion of the factory's production is exported to the United States.

## 28 per cent increase in sales

The export sales figures of Ranco hermetic units and fractional horsepower motors gained the Award for Ranco Motors. During 1966, over 50 per cent of Ranco sales were to export markets – an increase of 28 per cent over the previous year.

## Dry cleaning machine sales

Export sales of Neil & Spencer's laundry and dry cleaning machines have increased every year without fail: in 1960 export sales from United Kingdom factories totalled nearly £375,000, and in 1966 the figure exceeded £1 million. Spencer machines are manufactured under licence in Italy, New Zealand, Spain and Japan. Approximately 65 per cent of all machines made in Britain are exported and the company has distribution in over 65 countries, meeting over 40 per cent of total world demand.

## Stainless steel exports

Samuel Fox & Company, of Stocksbridge, Sheffield, a branch of The United Steel Companies, earned a total of £6 million in direct export sales during 1967. Exports have nearly trebled since 1962 and in the last five years the company has sold over £17 million abroad.

The United States is Fox's most important market where sales have increased 10 times in five years. Fox earned $4 million from North America last year.

## Kelvin Hughes' successes

Smiths Industries received its Award in recognition of both the export and technological achievements of Kelvin Hughes Ltd.

Exports by Kelvin Hughes in the last three years have shown

Mr. Owen A. Fisher, chairman of the Marley Tile (Holding) Co. Ltd., receives the Award from Lord Cornwallis in the presence of company employees. The Award went jointly to The Marley Floor Tile Co. Ltd. and The Marley Tile Co. Ltd. as manufacturers and marketers respectively of the Marley anti-static floor tile. The company's export department is currently selling to some 80 countries overseas.

an increase of 31 per cent in value. Last year 62 per cent total sales were exported to many countries of the world including Europe and the United States. Exports to North America alone accounted for 20 per cent of the total.

## Fifty per cent export increase by Bevan Funnell

Increasing their exports by 50 per cent, to £750,000 in 1966, won the Award for Bevan Funnell Ltd. The Company is currently exporting to every country in Western Europe, Japan, Hong Kong, Australia, South Africa and the United States.

## Sales to Canada doubled

In the three years 1963 to 1966 Newman Hender direct export sales consistently rose in value and represented more than 50 per cent of total sales. This performance means that about one out of every 10 valves exported from the United Kingdom carried the NH trademark into about 100 countries. The Group makes all kinds of industrial valves for controlling steam, water, gas, oil and chemicals.

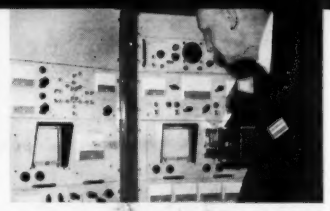
In Canada – one of the most intensely competitive markets – Group sales more than doubled over the three year period.

## Wilkinson Sword's exports

Wilkinson Sword Limited received the Award in recognition of its export achievements in the marketing of razor blades, hand tools and swords. In terms of percentage of total sales, the company's exports from the United Kingdom have increased from about 36 per cent in 1963 to 41 per cent in 1964 and 47 per cent in 1965, and this upward trend continues. In 1966 overseas sales – including those by subsidiary companies abroad – accounted for 57 per cent of the company's consolidated world sales.

## New knitting yarns process

The joint work of the Linen Industry Research Association and McCleery & L'Amie Ltd. in the production of new knitting yarns from man-made fibres covers the A to Z process, which is now employed in the manufacture of all the yarns produced by M & L; within the space of three years their turnover is approaching £1¼ million per annum. The yarns are mainly used in the hosiery and hand knitting trades, and though M & L's main effort has been concentrated in South Africa, they hope to extend their activities in this market and will also be concentrating a considerable effort in Europe on a new project.



Herr Professor M. Kersten of the Physikalisch Technische Bundesanstalt, Brunswick, examining a Cambridge Stereoscan scanning telectron microscope in a late stage of construction. The Stereoscan 1967 Award winner for technological innovation, was one of the instruments seen by members of the SIMA organized West German Inward Mission who visited the Cambridge Instrument Company on April 21, the day the Awards were announced.

## Weavematic Looms

During the 10 years it has been in existence, Bonas Bros. Weavematic Looms (England) has consistently exported over 90 per cent of its total production to all the industrial countries of the world, particularly Germany, the United States and the East European countries. The company markets and sells needle looms which manufacture narrow fabrics at very high speeds.

## Looms for Pakistan

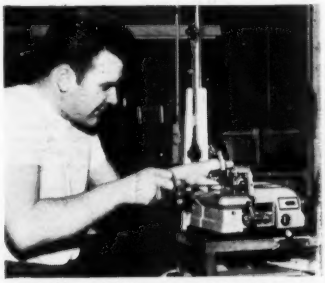
Main exports of the Thomas C. Keay Group are jute textile machinery and the bulk of these go to Pakistan, which now has a total loomage approximating 23,000; of this quantity over half the looms and ancillary equipment within their range have been supplied by the Group.

## Exporting bridge design

A significant part of Freeman Fox and Partners' practice as consulting engineers has been overseas. They are at present engaged on a new bridge at Luangwa (Zambia) and the widening of Auckland Harbour Bridge. At home, jointly with Mott, Hay and Anderson, they have designed Forth and Severn suspension bridges. For the technological advance in the later they were given the Award. This new design, which enables major waterways to be bridged more cheaply, has equal application at home and abroad.

## Textile machinery to 22 world markets

Stone-Platt Industries' subsidiary Dobson & Barlow Machinery Sales Ltd. of Bolton last year sent 70 per cent of its total sales to markets throughout the world; over the past three years the company has exported an average of 60 per cent of its turnover to 22 different world markets.



Assembling a high powered industrial sewing machine at the Clydebank works of the Singer Manufacturing Co., who export over 80 per cent of total production to 92 countries. The bulk of these exports are for the United States.

## Exhibitions and Fairs

# *Mr. Mallalieu visiting International Maritime Exhibition in Finland*

MR. J. P. MALLALIEU, Minister of State, Board of Trade, is visiting Finland from September 12 to 16. This is the first visit to this country by a Board of Trade Minister for several years.

The Minister is attending the opening of the International Maritime Exhibition 'NAVIGARE 67' which is being held in Helsinki from September 15 to 24. Britain with 62 exhibitors will provide the strongest foreign display, accounting for about 12 per cent of the total exhibition area.

Two joint venture displays have been organized by the Board of Trade; 18 members of the British Marine Equipment Council will show an extensive collection of ships' equipment ranging from navigational aids to water distillation plant, from safety components to marine engines, and from a 30,000 lb. anchor to a selection of valves, nuts and bolts. The displays of the nine British Hovercraft Assocation members will consist of hovercraft models, with navigation instruments and other equipment designed for use in this modern form of transport. A 2-seater hovercraft sold in kit form and models of a craft capable of conveying up to 700 passengers are expected to attract much attention. Examples of hovercraft research and development work being undertaken in Britain will be demonstrated on an information stand organized by the Ministry of Technology.

A number of British firms are exhibiting independently. Among these is Lloyd's Register of Shipping, whose display is mainly devoted to container transport. A working model will demonstrate how containers are handled at the dockside by straddle carriers and loaded by cranes.

Although British exports to this market have been increasing at an average rate of about £5 million a year the latest trade figures show our imports from Finland are 60 per cent higher than our sales. This is the largest percentage between our exports and imports with any of our EFTA partners and it is hoped that the British participation at the exhibitions will lead to a substantial increase in our exports.

While in Finland, Mr. Mallalieu will also visit a steel mill for which much of the equipment has been supplied by Davy Ashmore, and other industrial plant.

## *Parliamentary Secretary to visit overseas exhibitions*

MRS. GWYNETH DUNWOODY, the newly appointed Parliamentary Secretary to Board of Trade, makes her first official visit overseas for the Department later this month to see the British contributions to international exhibitions in Switzerland and West Germany.

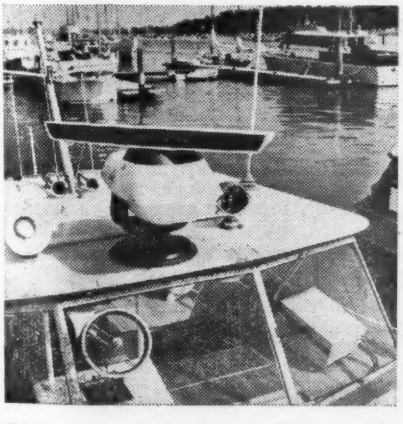
Mrs. Dunwoody will arrive in Basle on September 27. The following day she will visit the International Textile Machinery Exhibition and tour the British stands. She will also speak at a luncheon given by the British Swiss Chamber of Commerce.

The exhibition, which is held every four years, is the most important event of its kind in Europe. About 800 exhibitors are expected to occupy some 18 acres of ground. Britain will be one of the largest foreign exhibitors, represented by over 100 companies. The British exhibits, which have been organizd by the British Textile Machinery Organization in collaboration with the Board of Trade, will be displayed in all sections of the exhibition. The exhibition closes on October 6.

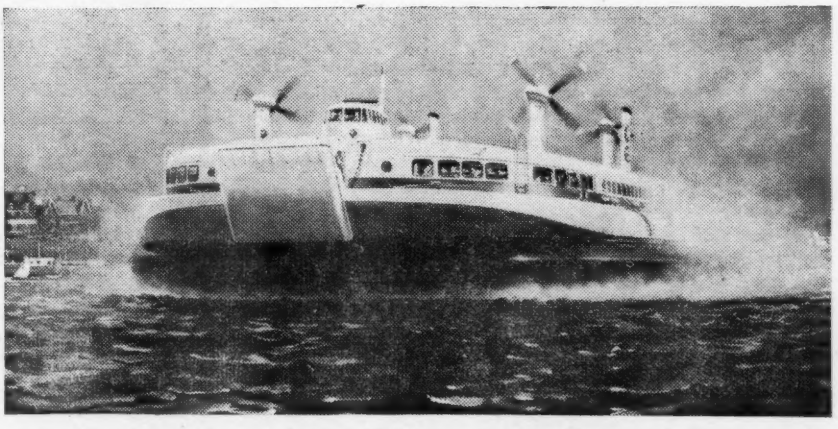
On September 29 the Minister will leave for Cologne to attend the opening ceremony of the International Exhibition of Fine Foods and Provisions (ANUGA). The British display has been organized by The British Food Export Council in collaboration with the Board of Trade. Eighty leading food manufacturers are taking part under 'joint venture' terms and the display will occupy an area of nearly 9,000 sq. ft.

Many British food products will be displayed, including chocolates and confectionery, tea and whisky, and jams and sauces. Other exhibits will include biscuits and crispbread, fruit cakes, canned and preserved game, spices and pickles, and many varieties of cheese. British specialities at present unknown to the continental markets will also be shown. In addition to this group display, other British firms are known to be exhibiting, either independently or on the stands of their continental agents. The exhibition will close on October 8.

*Mr. George Woodcock, who opened the 3rd Export Services Exhibition at Olympia on September 11, is seen here talking to Mr. D. M. Edwards, head of United Kingdom Publicity Section, Information Division, Board of Trade, on the Board's stand. On the left is Mr. G. W. Marshall, deputy director of the Export Services Branch, Board of Trade.*



*Radar equipment for use on fishing vessels, launches, pleasure craft and other small boats will be shown at Navigare by Decca. Shown here is the Decca* 101.



*An artist's impression of the* 165-*ton SR.N4. One version will carry* 500 *passengers, and another will carry* 250 *passengers and* 32 *cars. Nine British Hovercraft Association members are exhibiting at Navigare.*

# British consumer goods score at Au Printemps store promotions

***A report from the British Embassy, Paris.***

THE VOGUE for British consumer goods, which has been evident for the past two years, shows no sign of coming to an end. Since 1965 special promotions to sell British goods have been staged by many French department and chain stores – Au Bon Marché, Galeries Lafayette, Paris-France, Inno-France, Docks de France, the Groupement des Grands Magasins Indépendants, to mention but a few. There has been a tendency, too, for each promotion to out-do its predecessor and this week Au Printemps surpassed them all when it opened 'En Direct de Londres', at its Boulevard Haussmann store in Paris.

Although called 'En Direct de Londres', the goods displayed over an area of 10,000 sq. feet in Magasin Havre and 7,000 sq. feet in the Nouveau Magasin came from all over the British Isles. In fact, an examination of the variety of products revealed that most British countries had contributed to this mammoth store promotion.

More than £300,000 of British goods were purchased for Au Printemps, Paris and its 38 subsidiary and associated stores spread throughout the principal cities of France such as Lyons, Lille and Marseilles, as well as smaller ones such as Cognac and Charleville. In the principal Paris store is an impressive display of foodstuffs, drink, toys, crystal, china, giftware, antiques, records and tartans. Mahogany and silverware give the Olde English look in furnishing and nearby the Habitat Boutique contrasts pleasantly with British furniture of ultra modern design. Besides a wide variety of 'with-it' clothing in the Mary Quant boutique, Mary Quant make-up is on sale for the first time in France. There is also a Tweeds and Camelhair Boutique, a Chelsea Look Boutique and a Cashmere Boutique. Other British designers represented are Gerald McCann, Roger Nelson and Jean Varon.

Apart from the most originally designed stands and decorations supplied by the store itself, large quantities of display material were lent for this largest British store promotion ever held in France – if not in the whole of Europe – by the Board of Trade, with whom Au Printemps have been in close contact ever since the initial preparations began 10 months ago. The British atmosphere is enhanced by a display of reproduction crown jewels and a talking GPO postbox beside which stands a dummy postman. A Cherry Blossom shoeblack is a familiar sight and three British policemen are a great attraction to the Parisians, not to mention bag-pipers of the London Scottish Regiment.

The promotion was inaugurated on September 4 by Lord Chalfont, Minister of State at the Foreign Office, in the presence of the British Ambassador, Sir Patrick Reilly. Replying to Monsieur Laguionie, the store's managing director, Lord Chalfont remarked that the quality of British products as revealed by those displayed on the counters was second to none. This fact is being appreciated by the public. The demand for many products such as modern and reproduction furniture, foodstuffs, kilts, pullovers and raincoats was beyond expectation and supplementary orders had to be placed after only the third day.

Apart from the direct financial returns from a store promotion of this size its prestige and publicity value to Britain is inestimable. Tens of thousands of Frenchmen in almost 40 cities are being made aware of the vast consumer goods industry which exists in Britain. British imports into France have increased threefold over the past eight years. This promotion will undoubtedly whet the Frenchman's palate for British goods even more.

## Food and drink fair in Dublin

THE Irish International Food and Drink Fair, the first of its type to be held in the Republic of Ireland, opened on September 7, at the Royal Dublin Society, Ballsbridge, Dublin. Countries participating include the United States, West Germany, Australia and Bulgaria; under the auspices of the London Chamber of Commerce, a number of British companies have brought British specialities to Dublin.

The fair, which closes on September 16, is organized by Industrial and Trade Fairs (Ireland) Ltd., and sponsored by the Retail Grocery, Dairy and Allied Trades Association.

## 'Swinging London' goes to Rio

BRITISH UNITED AIRWAYS have chosen 'Swinging London' as the theme of a major promotion designed to stimulate trade and tourism between Brazil and Britain. The principal feature of the promotion is a fashion show in Rio de Janeiro organized by the Associated Fashion Designers of London. The show will form the centre-piece of Brazil's annual textile and fashion exhibition at Rio's Copacabana Palace Hotel from September 13-17. Expected attendance over the five days is 200,000.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**(THESSCONEX 1)**
**30 MARCH - 7 APRIL 1968**

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*Information:* International Fair of Thessaloniki - Greece
The Greek Consular Authorities
The Building Trades Exhibition Ltd.
11, Manchester Square, London, W.1.

*Lord Chalfont (at the microphone) inaugurating the British store promotion at Au Printemps, Paris, on September 4. Facing him in a striped suit is Monsieur Pierre Laguonie, managing director of the store. Sir Patrick Reilly, British Ambassador to France, is fourth from the left.*

**PHOTOGRAPHS FOR THE JOURNAL**

*The Editor will be glad to consider prints of industrial photographs suitable for publication in the* Board of Trade Journal. **Black and white prints.** *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.* **Colour photographs.** *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

*Members of the London Steering Committee for British Week, Toronto (October 12 to 21) photographed at their 17th and final meeting in London. The picture shows (front row left to right) Mr. A. B. Savage, Director British Weeks, Board of Trade; Mr. Fred Davies, Chief Executive of the Steering Committee; Sir Ralph Perring, chairman; and Miss Ann Roush, co-ordinating secretary.*

*New World gas cookers and Ascot gas water heaters were recently shown at Kuala Lumpur's first Ideal Home exhibition. Radiation International Ltd. and their Kuala Lumpur distributors, Ace Ltd., combined forces to present a representative selection of New World cookers and Ascot water heaters. The exhibition, held at the Stadium Negara in Kuala Lumpur, was the first in a series of special events to celebrate the tenth anniversary of the country's independence. Picture shows (second from right) the Queen of Malaysia, Duli Yang Maha Mulia Seri Paduka Baginda Raja Permaisuri Agong, and (far right) Mrs. Goh Kwee Teng, chairman of the YWCA, examining a New World 43 gas cooker on the stand.*

## EFTA INFORMATION CENTRE

*The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA* Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Exts. 2479/2480).*

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# New trends and developments at Engineering Materials and Design Exhibition

THE Engineering Materials and Design Exhibition, the only international exhibition of its type in the United Kingdom, opened at Olympia on September 11.

The exhibition is sponsored by *The Financial Times* and the journal *Engineering Materials and Design* and is organized by Industrial and Trade Fairs Limited.

The exhibition was opened by Mr. W. M. Heynes, vice-chairman, director of engineering, Jaguar Cars Limited, during his opening address to the Engineering Materials and Design Conference which was held at Olympia simultaneously with the exhibition.

The exhibition, the fifth in the series, is the only comprehensive display of engineering components, materials, processes and finishes in the United Kingdom catering especially for the requirements of engineering designers. The organizers claimed that its highly specialized character and extensive coverage provided an invaluable opportunity for designers to compare and assess new materials and methods and for manufacturers and suppliers to meet personnel directly responsible for specification and purchase.

Over 120 exhibitors took part, including representatives of companies from Belgium, Denmark, France, Germany, Holland, Norway, the Republic of Ireland, Sweden, Switzerland, South Africa and the United States. Exhibits at this year's show comprised the widest and most comprehensive range of products and services presented in the series to date. Some 340 separate classifications of exhibits were on display ranging from adhesives, bolts, gaskets and hose to castings, forgings and high speed steels.

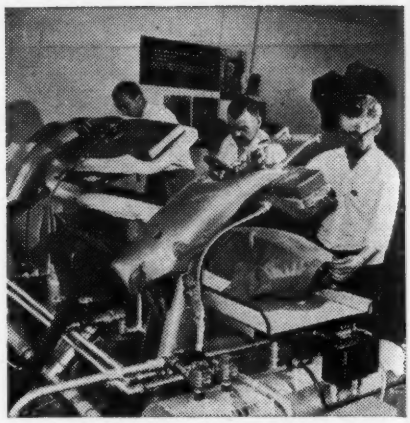
Further authorative data on new developments in current engineering materials and design was provided by the Engineering Materials and Design Conference, entitled 'Design with Confidence', which was held concurrently in the adjoining Conference Hall. In this, 18 papers by leading authorities covered some of the latest and most significant aspects of design, special stress being given to the use of correct materials and components and the specification of up-to-date techniques. Each session was followed by a discussion period providing an opportunity for the interchange of ideas and information among the specialist technical personnel attending the Conference.

Among exhibitors were the Ministry of Technology which sponsored a display of materials and techniques from Ministry laboratories and Ministry aided Research Associations including the Explosives Research and Development Establishment; the National Gas Turbine Establishment; the Rocket Propulsion Establishment; the British Iron and Steel Research Association; the British Steel Castings Research Association; and the National Research Development Corporation.

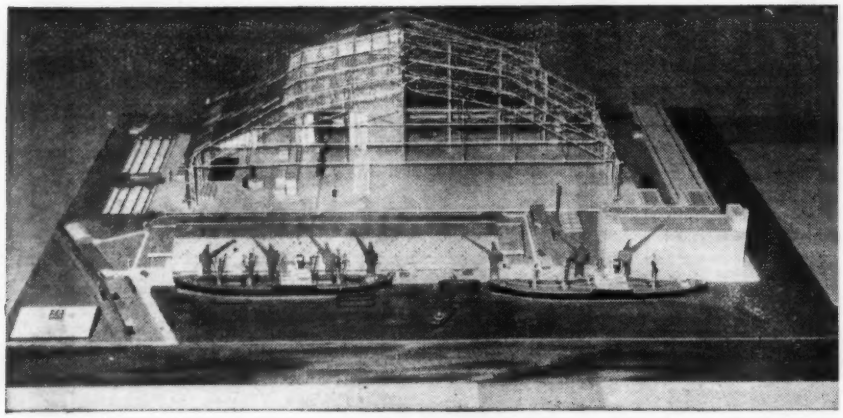
Displays on the United Kingdom Atomic Energy Authority stand included a rig for the automatic measurement of tube parameters with processing of the results; some commercial applications of depleted uranium; various laboratory devices in polypropalene and insulating plastics; an air-cushion support/conveyor for tubes; and details of heat transfer work and of the electron gun (with a beam power of 100 kw.) used. Several integrated examples were given of the application of computers to design and engineering problems.

Members of the Scottish Council, exhibited as a group and showed products ranging over the whole field of engineering design including brass shut-off valves, small-bore instruments and metering valves, low pressure flexible hose and copper, nylon and soft plastic tubes and a newly designed nut and olive enabling standard coupling bodies to be used with all-metal tubes, nylon, soft plastic or glass.

Precision-made plastics engineering components and products and raw materials from 31 leading companies were featured in a special display organized by the journal *Plastics*. These included a selection of lenses made from plastics shown by Combined Optical Industries Limited; close tolerance technical mouldings from Hellermann Plastics Limited; engineering plastics from Imperial Chemical Industries Limited; speedometer panels and various automobile mouldings by Punfield & Barstow (Mouldings) Ltd.; and industrial laminated samples and structural foam mouldings from Bakelite Xylonite Limited.



*An estimated 500,000 Russians visited the pavilion of the International Wool Secretariat at ODEZHDA, the International Clothing Exhibition in Moscow. Among visitors were Mr. Kirilenko, Soviet deputy Premier, and Mr. Tarasov, the Minister for Light Industry, responsible for the Russian textile industry. A team of IWS technicians headed by Mr. Arthur Bond, IWS senior clothing officer, gave demonstrations of shrink resist treatment and permanent creasing, which attracted great interest. Picture also shows, far left, Mr. K. Pettersson of Ingeniörsfirman Certus A.B. (Sweden) using one of his company's presses for permanently creasing a pair of trousers while Mr. Donald Firth, IWS United Kingdom branch technical service officer (right) presses the jacket.*



*This model of No. 4 berth, Royal Victoria Dock, is being loaned by the Port of London Authority to Morgan's department store in Toronto, and will be on display there during the forthcoming British Week (October 12 to 21).*

## Display of broadcasting equipment at Design Centre

THE FIRST comprehensive public display of Pye TVT Ltd's. 'Range 70' broadcasting equipment opened for three weeks at The Design Centre on September 4. The display – which has as its central feature a room-setting suggesting an announcer's studio – shows colour and monochrome television broadcasting equipment and sound equipment from 'Range 70'. Some of the equipment – including colour monitors – will be shown working.

Pye TVT Ltd was invited to display 'Range 70' at The Design Centre by the Council of Industrial Design because of the care which has been taken to match its advanced technical design with high standards of industrial design.

'Range 70' has already won important orders from broadcasting authorities in Britain and overseas, as well as from users of such equipment in industry and education.

## Lanarkshire Trades and Industries Fair

MORE THAN 100 exhibitors, including 90 firms, have taken stands at the Lanarkshire Trades and Industries Fair at East Kilbride from September 6 to 16.

Opened by Lord Brown, Minister of State, Board of Trade, the fair embraces a wide range of plant, machine tools, electronics and electrical equipment, appliances and building materials. If successful, it may become an annual event and the basis for an international Scottish industrial fair. A report of Lord Brown's opening speech appeared in last week's issue of the *Journal*.

# *Target Denmark: British Trade Drive April 24—June 14, 1968*

***By the Commercial Counsellor, British Embassy, Copenhagen***

**There will be a major campaign to boost Britain's exports to Denmark next year: this article explains how and why, and invites British manufacturers to take part.**

## Trade background

THE DANES often refer to their country as 'Little Denmark'. Experienced British exporters know this is not so. Although its population has not yet reached 5 million Denmark ranks as as high as twelfth in the league table of Britain' export markets, standing, for example, above New Zealand and India, and buying more goods from Britain than does the whole of the South American continent. Last year Britain sold £136 million worth of goods to the Danes, and we are their second largest foreign supplier. The leading supplier is West Germany, which supplanted Britain in 1958, with Sweden following hard on our heels as No. 3.

Britain in turn has long been Denmark's best overseas customer. Last year the Danes sold about £197 million worth of goods to us – mainly butter and bacon, so they have sound reasons for buying British whenever they can. Nevertheless, there is still a trading balance of £60 million in Denmark's favour. The Trade Drive aims to do something about this.

## The opportunities

The final abolition of industrial traffic within EFTA in January this year has presented Britain with a unique opportunity to win a larger share of the Danish import market. British products now enter Denmark duty free, while the dominant supplier, West Germany, and the other non-EFTA suppliers, still have to surmount a tariff barrier. British exports to Denmark expanded strongly in the first half of 1967, and if maintained this trend will result in Britain achieving in 1967 the largest share of the Danish market since 1959. The trade drive seeks to continue and accelerate this trend. The present time is particularly favourable for British manufacturers to seize a bigger share of the market and to consolidate their position in Denmark against the day when European competition is renewed on equal terms.

## The concept

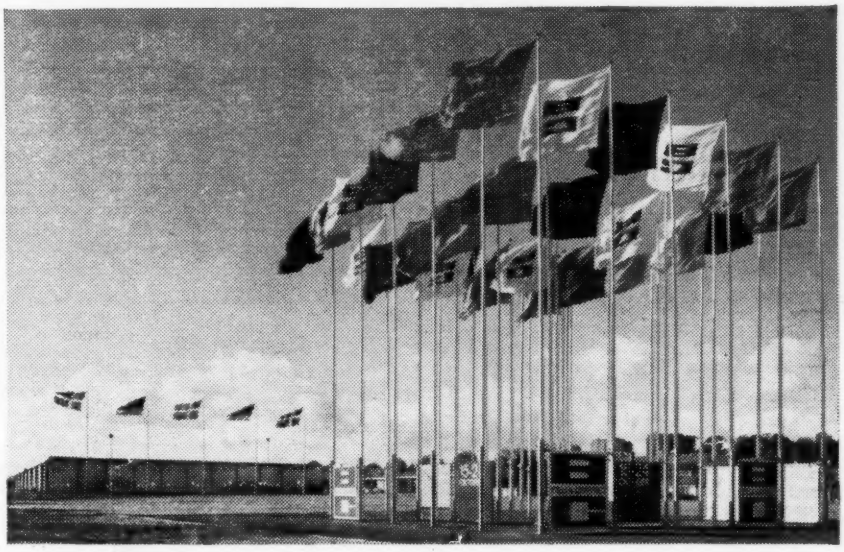
The concept is to make a concerted heave forward in selected target commodities. These targets are: –

*Capital Goods*
Engineering machinery and equipment in the widest sense, embracing all electrical and mechanical equipment.
Agricultural machinery and farm equipment.
Fishery equipment.
Nuclear power stations, nuclear equipment and isotopes.

*Consumer Goods*
Hardware.
Food.
Clothing, toilet articles, handbags and other general consumer products.

The drive will take the form of a linked series of trade promotions, aimed at these selected targets and concentrated for maximum effect into a period of about eight weeks.

The individual events will be supported and linked together by a publicity campaign, including a common trade drive symbol and slogan which may also be adopted by indi-



*Bella Centret, Copenhagen, Scandinavia's largest and most modern covered exhibition centre, will be the scene of the British Engineering Exhibition during the 1968 trade drive.*

*Interior of one of the larger Schou shops, part of Denmark's leading general store chain through 256 of which a wide range of British consumer goods will be promoted during the 1968 trade drive in Denmark.*

vidual firms for use in their own publicity work.

In Denmark the trade drive has the assistance of the influential British Import Union and in Britain the strong support of the Board of Trade and the BNEC/Export Council for Europe. Working through channels such as the British Electrical and Allied Manufacturers Association, the British Mechanical Engineers Federation, the British Nuclear Export Executive, the British Agricultural Export Council, the Clothing Export Council, the British Hardware Promotion Council, the London Chamber of Commerce, the British Food Export Council and others, the campaign plans to complement the efforts of some 400 to 500 British firms who want to increase their exports to Denmark.

The drive will deploy, in support of British manufacturers, the whole range of Government services for exporters, thus:

Joint Ventures in Danish Trade Fairs,
All-British exhibitions,
Store promotions,
Shopping week,
Collective market research,
Co-operative advertising,
Inward and outward missions,
Sponsored visits to Britain of journalists.

## The programme 1. Capital goods

### *British Agricultural Machinery and Equipment*

Agricultural Hall, Esbjerg. April 24-28, 1968.

There are 160,000 farms in Denmark: they are already mechanized but the need for greater mechanization continues. This exhibition of British farm machinery and equipment will be a unique opportunity to reach Danish farmers, who are expected to attend in large numbers. There is indoor space in the Exhibition Hall and adjoining outdoor space. The exhibition is being organized as a Joint Venture with the British Agricultural Export Council. Space and stands will be provided by the Board of Trade under the usual Joint Venture terms.

*Enquiries to*:
Mr. J. Thorneloe, British Agricultural Export Council, Agricultural House, KnightsBridge, London, S.W.1.

### *Fishery Equipment: Joint Venture at the 6th International Fisheries Trade Fair*

New Fish Auction Hall, Esbjerg. April 24-May 5, 1968.

This is an established Danish Trade Fair being held in Esbjerg for the first time in 1968 so as to coincide with the port's centenary celebrations, and because Esbjerg is the largest fishing harbour in Denmark. The fair is expected to attract visitors from the whole of Scandinavia and provides an excellent sales platform for British manufacturers of every type of equipment used in the fishing and fish processing industries. Facilities for complete vessels to be shown are available in the harbour basin immediately adjacent to the exhibition hall. The Board of Trade are offering Joint Venture terms to British firms wishing to participate.

*Enquiries to*:
Mrs. I. M. Janzen, Overseas Trade Fairs Directorate, Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1.

### *British Nuclear Week*

Copenhagen. One week May/June (dates to be settled).

The Nuclear Week aims to help sell British nuclear generating and other nuclear equipment. Denmark may soon be in the market for her first nuclear power plant and this event is designed partly to follow-up the British Nuclear Export Executive's mission to Denmark in 1966. The week will include lectures and exhibitions illustrating Britain's strong position in the peaceful application of nuclear power to industry.

*Enquiries to*:
Mr. B. Eltham, British Nuclear Export Executive, Dorland House, Lower Regent Street, London, W.1.

### *British Engineering Exhibition*

Bella Centret, Copenhagen. June 10-14, 1968.

This will be the culminating event in the Trade Drive programme since it is here that it is hoped to focus the spotlight most powerfully on the full range of capital equipment that Britain can supply to Danish industry. The exhibition will be aimed at the whole of Danish industry and will cover the complete range of engineering products, mechanical, electrical, machinery, electronics, etc. It is being organized jointly by the BMEF, BEAMA, and London Chamber of Commerce in conjunction with the Board of Trade as a Joint Venture. Space and stands will be provided by the Board of Trade under the usual Joint Venture terms.

*Enquiries to*:
Mr. Sam Black, London Chamber of Commerce, 69 Cannon Street, London, E.C.4.

At the same time, and also in Bella Centret, the BNEC Export Council for Europe, along with BEAMA and BMEF, are arranging a symposium of engineering lectures.

## The programme 2. Consumer goods

### *British Shopping Week in Esbjerg*

April 25-May 5, 1968.

The town and port of Esbjerg has strong links with Britain. Founded for the specific purpose of expanding Denmark's trade with Britain it is now the west coast gateway to Denmark. This thriving community with a

*One of the 175 Irma supermarkets which will be staging a promotion of British foodstuffs during the 1968 trade drive in Denmark.*

## WHAT TO DO NEXT?

If you believe your company could sell, or sell more, to Denmark and you wish to participate in any of the events simply complete the form below and send it to the address shown in the programme.

### TARGET DENMARK BRITISH TRADE DRIVE 1968

I want to increase my exports to Denmark.
Please send me further details of:

| | Tick the box |
|---|---|
| British Agricultural Machinery and Equipment Exhibition | ☐ |
| International Fisheries Trade Fair | ☐ |
| British Nuclear Week | ☐ |
| British Engineering Exhibition | ☐ |
| British Shopping Week in Esbjerg | ☐ |
| Hardware Fortnight | ☐ |
| Schou Store Promotion | ☐ |
| Irma Food Fortnight | ☐ |

The name and address of my firm is:

The person to contact is:

Telephone No.

TARGET DENMARK, *continued*

population of 70,000 provides an excellent shop window for British consumer goods in the important western part of Denmark. The port of Esbjerg celebrates its 100th anniversary from April 24 to May 5, 1968 and Esbjerg has organized many events in a large celebration programme, and is supporting the programme with a large advertising budget. The occasion is expected to bring visitors from all over Denmark, as well as from Sweden and Norway.

*Enquiries to*:
Mr. H. S. L. Tottenham, BNEC Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1 or Mr. P. S. E. Hooper, British Weeks and Store Promotions Directorate, Board of Trade, Kingsgate House, 66/74 Victoria Street, London, S.W.1.

***British Hardware Fortnight***

Country-wide. May 22-June 4.

Danish imports of hardware totalled about £17 million in 1965; of this, British goods accounted for around £2.6 million. Of the approximately 1,000 hardware outlets in Denmark, 750 are members of the Danish Hardware Retailers Association. These 750 outlets will engage in the British Hardware Fortnight.

*Enquiries to*:
Mr. A. Whittle, British Hardware Promotion Council Ltd., 19 Hatton Garden, London, E.C.1.

***British Fortnight in Schou***

Country-wide. April/May 1968 (dates to be settled).

This is Denmark's leading general store chain and will run a promotion of British goods in 256 of their larger stores throughout the country. A wide range of goods will be covered by the promotion, including clothing, glass and household crockery, kitchen equipment, travel goods, handbags, perfumery and toiletries.

*Enquiries to*:
Mr. H. S. L. Tottenham, BNEC Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1 or A. E H. Sammons, British Weeks and Store Promotions Directorate. Board of Trade, Kingsgate House, 66-74, Victoria Street, London, S.W.1.

***British Food Fortnight in Irma***

Two weeks in April/May (dates to be settled).

This is Denmark's largest privately owned supermarket chain with 175 outlets, mostly on Zealand. Their promotion of British foodstuffs provides a unique opportunity for British food manufacturers wishing to introduce their lines to the Danish market.

*Enquiries to*:
Mr. L. P. Matthews, Food Export Council, 4 Lygon Place, London, S.W.1.

**Other trade events**

The programme above describes the trade promotions which have already reached an advanced stage of planning. But there is room in the eight-week Trade Drive for other special promotions, and any firms whose products do not fit into the range of the existing programme, but who have plans to expand their trade with Denmark, are invited to discuss the trade drive with the Export Council for Europe.

**INDEX INQUIRIES**

*Inquiries about the detailed contents of the* JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

# *British food manufacturers reinforce their exports in the American market*

**A report from the British Consulate-General, New York**

THE THIRTEENTH National Fancy Food and Confection Show was held in New York from August 27-30, and once again the British Section was the largest national exhibit in the show. Last year a joint venture between the Board of Trade and a group of manufacturers sponsored by the Cake and Biscuit Alliance, occupied the largest stand in the small international section where government-sponsored organizations exhibited their gourmet foods.

This year the space occupied by the British Section was doubled and the whole international section was greatly expanded, with Japan and Spain taking space for the first time and repeat displays from Australia, Austria, Belgium, Denmark and the Irish Republic and the Netherlands. The British exhibit was organized by the recently established British Food Export Council, who were represented by Mr. H. Larrett, in a joint venture with the Board of Trade. Members of the Commercial Department of the British Consulate-General in New York, manned the group information stand throughout the show. HM Consul-General, Mr. A. G. R. Rouse, C.M.G., O.B.E., accompanied by Mr. Andrew Hay, president of the British American Chamber of Commerce and president of Calvert Vavasseur & Co. Inc., of New York, toured the show, visiting the British group display and also the many other stands displaying a wide selection of British foodstuffs and confectionery. Press photography, interviews with journalists and extensive TV coverage on three New York stations was arranged by British Information Services.

Store buyers greatly appreciated being able to meet representatives of the British companies, discuss their problems with them and examine and taste samples in the comparative comfort of the British Section, away from the more hectic atmosphere of their United States representatives' stands.

Mr. B. P. Clayton of the Rank Hovis McDougall Group, who inspired last year's British official participation, demonstrated at this year's show how active he had been in following up a good start. The Rank Hovis group's products were also seen on the stands of various representatives in all parts of the exhibition. Other British participants were: W. A. Baxter & Sons Ltd., Bendicks (Mayfair) Ltd., Lyon Manufacturing & Trading Co. Ltd., Martin & Grafton Ltd., Penguin Confectionery Co. Ltd., James Robertson & Sons P.M. Ltd. and John Wilson & Co. (Foods) of York Ltd.; all of whom were either working in support of local representatives or trying to develop some existing export business with the United States.

Nearly 14,000 buyers visited the show, an increase of more than 10 per cent over last year. The British participants all expressed great satisfaction with the results and felt they had accomplished all they set out to do. A New York paper wrote 'Undoubtedly one of the most extensive and generally outstanding exhibits of gourmet food specialities ever to be assembled, this show is marked by the overwhelming preponderance of foods of foreign origin'. British exhibitors have made a worthy contribution, increasing their exports to the market from $13.3 million in 1959 to $23.4 million in 1966. The figures for 1967 continue to rise and the British exhibitors at the show were confident that 1967 would be another record year for British food exports to the United States.

*HM Consul-General, Mr. A. G. R. Rouse (centre), examines a tin of biscuits on the Rank/Hovis/McDougall group stand at the New York National Fancy Food and Confection Show. He is with Mrs. Peter Clayton of Rank/Hovis/McDougall group.*

*A model of the new hotel under construction at St. Andrews for British Transport Hotels is to be featured in a display for a special 'Scottish Fortnight' being organized by Joseph Horne & Company Departmental Store, Pittsburg, United States (a member of the Associated Dry Goods Corporation) which will run from October 14-29 and is intended to promote sales of Scottish ladies' and men's wear. BTH have also supplied display material of their world-famous golf hotels at Gleneagles and Turnberry. Joseph Horne & Company currently import British manufactured goods worth approximately £70,000 per annum. Picture shows Mr. John L. Miller (pointing at map), director of Associated Dry Goods (UK) Ltd., and Mr. Harold L. Delvin, assistant general manager of BTH during a recent visit to John Stevenson & Sons Ltd. to check the special packing arrangements for the hotel model and other display materials.*

# Overseas Trade and Exports

## TRADE AND FINANCIAL ARRANGEMENTS

### *British aid for Colonial development tops £317 million since 1946*

WITH THE approval in 1966/67 of £12,601,597 in loans and grants, British aid for colonial development since 1946 rose to a figure of £317 million, nearly all in grants. This is shown in the Colonial Development and Welfare Act Return of Schemes published on September 6.

The CD & W Act covers a wide variety of projects in Britain's dependent territories from the provision of mathematics apparatus for primary schooling in St. Helena to housing construction and tourist development costing over £500,000 in Gibraltar.

Money issued during the year for development and welfare schemes amounted to £10,864,508. This is a larger total issue than last year for the territories that are now dependent, since under £400,000 more was issued in 1965/66 when Basutoland, Bechuanaland and British Guiana were still dependent.

**£4.8 million for Education and Health approved**

Education and health schemes formed the largest total of aid approved with £4.8 million of which £1.4 million was for medical and health services. Communication schemes approved totalled over £2 million of which £1.5 million was for roads. Net in size were schemes for housing and town development for which £1.1 million was committed.

**Africa**

Over £2 million was committed for Swaziland last year for schemes which included education, agriculture and water development. Before achieving independence Basutoland and Bechuanaland together received over £500,000.

**Arabia**

The Federation of South Arabia had schemes of over £1.5 million approved. These covered irrigation, education and fisheries development.

**Indian Ocean and Pacific**

Fiji benefited by £1.3 million, the British Solomon Islands by £1 million and Mauritius by £763,000 of which over £600,000 was for the construction of a hospital.

**Caribbean**

Schemes totalling £3 million were approved for the Caribbean. This included £880,000 for British Honduras where a grant of £275,000 was made for preliminary works on the construction of the new capital.

**Exchequer Loans**

In addition to the grants and loans made under development and welfare schemes, Exchequer Loans approved during the year under the Colonial Development and Welfare Act amounted to £2.3 million including £706,000 for Coolidge Airport, Antigua, and £400,000 for development in Swaziland. Exchequer loans are normally interest-bearing loans which the British Government may make to a dependent territory towards development programmes.

### *Colonial development and welfare grant for new harbour in Aden*

BRITAIN is giving £92,000 for a new fishing harbour and cold storage facilities in Aden. This scheme, together with the mechanization of local fishing craft recently undertaken, will enable more fish to be exported from Aden.

The harbour buildings will include the provision of a slipway for boat maintenance, a jetty, a net repair area and shed, as well as a good fish landing site. The cold storage facilities will include an ice plant able to load direct to the fishing boats, chill rooms for fish storage and an air-conditioned processing room.

Inquiries relating to this grant should be addressed to the Board of Trade, Commercial Relations and Exports Department, Room 346, 1 Victoria Street, London, S.W.1, quoting reference CRE 19730G.

### *Algeria and Turkey*

THE ALGERIAN *Journal Officiel* of August 22 announced the signing on July 27, 1967, of a trade agreement between Algeria and Turkey.

The list of Algerian exports to Turkey includes cork, cement, petroleum, fertilizers, phosphates and metal goods. Turkish exports to Algeria include tobacco, cotton, foodstuffs, textile fabrics, mercury, musical instruments, domestic electrical goods and mica. No quota values are given.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481), quoting reference CRE 20551/G.

### *Brazil and Senegal*

A COMMERCIAL AGREEMENT between Brazil and the Republic of Senegal came into force on April 11, 1967. Brazilian exports to the Republic of Senegal will include foodstuffs, alcoholic beverages, cosmetics, rubber goods, textiles and artificial fibres, sports goods, refrigeration equipment, office machinery and other manufactures. Senegalese exports to Brazil will include agricultural products, handicrafts, fertilizers and certain minerals. Payment will be in convertible currency. This Agreement has been concluded for a period of one year and may be renewed annually.

An English translation of this Agreement may be consulted at Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476), quoting reference CRE 12098/G.

### *Tunisia and Denmark*

THE TUNISIAN *Journal Officiel* of August 8, 1967 announced the renewal, for a further year from June 1, 1967, of the trade agreement of 1960 between Tunisia and Denmark. Quotas under the agreement remain unchanged compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/9/61), quoting reference CRE 7851/G.

### *Parcels to USA*

THE POST OFFICE announce that posters using the Superscription Service for parcels to the United States are advised that sailings will be less frequent after the 'Queen Mary' makes her last voyage from Southampton to New York on September 16, 1967.

# THE FIRST, DIRECT ALL-CARGO SERVICE TO TOKYO.....

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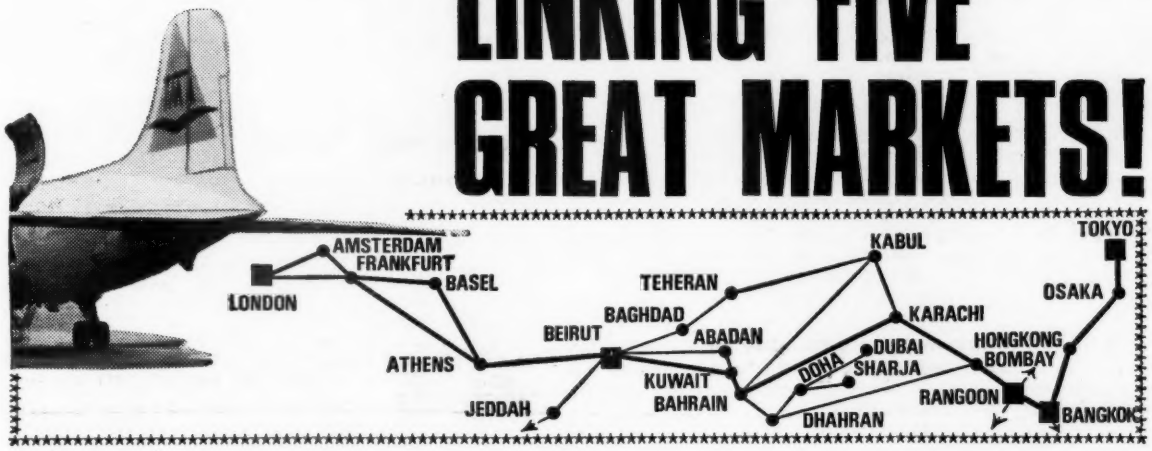


Great News for exporters! TMA now go right through to Japan with a twice-weekly all-cargo service from London to Osaka and Tokyo. And the new route, linking the U.K. with Japan, also serves three of the World's most exciting development markets—the Middle East, China and Australia, Australasia, and South East Asia through the gateways of Beirut, Rangoon and Bangkok. TMA alone offer a specialist, scheduled all-cargo service on this important route and operate it with purpose-built freight aircraft.

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**EXPORTISE**

## ABBREVIATED SCHEDULE

| | | |
|---|---|---|
| Depart London | Sunday 06.00 | 06.00 Thursday |
| Arrive Beirut | 19.00 | 22.00 |
| „ Rangoon | — | 08.30 Saturday |
| „ Bangkok | Tuesday 15.45 | 15.45 |
| „ Osaka | Wednesday 09.15 | 09.15 Sunday |
| „ Tokyo | 12.15 | 12.15 |

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**THE EASTERN BANK LIMITED**
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

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THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

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# *Information for exporters*

*Brief details are given below of some of the Calls for Tender reported in recent issues of the* **Export Service Bulletin.**†

*For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.*

## ALGERIA

**(176/67) Textile Machinery** for Ministere de l'Industrie et de L'Energie. September 30. E.S.B. 32965/67.*

## ARGENTINA

**(179/67) Construction of Transformer Station** for Empresa Provincial de Energia de Cordoba. October 31. E.S.B. 33659/67.

**Servicios Electricos del Gran Buenos Aires:**

**(175/67) Wooden Posts.** October 9. E.S.B. 32843/67.*

**(175/67) Electric Cable and Accessories.** October 9. E.S.B. 32844/67.*

**(179/67) Underground Cable.** October 15. E.S.B. 33658/67.

## AUSTRALIA

**Contract Board, Melbourne:**

**(178/67) Radio Transmitters.** (Further Information.) Tender documents now available. E.S.B. 32575/67.*

**(178/67) Hydraulic Shaping Machine.** (Further Information.) Tender documents now available. E.S.B. 32576/67.*

**(178/67) Milling Machine.** (Further Information.) Tender documents now available. E.S.B. 32577/67.*

**(177/67) Locomotives** for Hydro-Electric Commission of Tasmania. September 30. E.S.B. 33343/67.

**(175/67) Telephone Timing Clocks** for Postmaster General's Department, Melbourne. October 5. E.S.B. 32850/67.*

**(179/67) Oil Circuit Reclosers** for State Electricity Commission of Victoria. (Further Information.) Tender documents now available. E.S.B. 32572/67.*

## BELGIUM

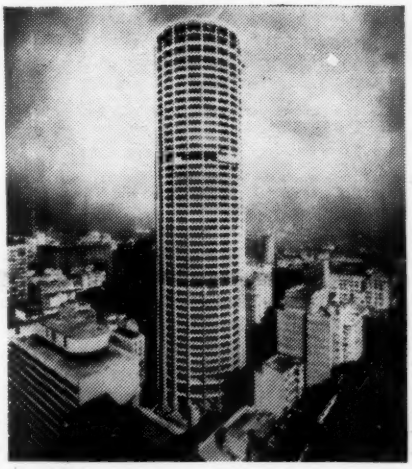
**(178/67) Cable** for SHAPE. October 10. E.S.B. 33625/67.*

## BRAZIL

**(177/67) Consultancy Services** for Centrais Electricas Fluminenses, SA. October 15. E.S.B. 33316/67.*

**(179/67) Power Transformers** for Centrais Electrica de Sao Paulo SA. October 12. E.S.B. 33678/67.*

**(178/67) Ultrasonic Inspection Equipment** for Cia Paulista de Estradas de Ferro. October 10. E.S.B. 33675/67.



*Australia's tallest building is Australia Square Tower in Sydney. The entire Australia Square Project is fitted with Nife emergency lighting systems supplied by Associated Battery Makers of Australia (Pty) Limited, and manufactured by Alkaline Batteries Limited of Redditch, Worcestershire.*

## BURMA

**(175/67) Ferro-Alloys** for Industrial Development Corporation. September 30. E.S.B. 32894/67.*

**Ministry of Defence:**

**(175/67) Photographic and Criminal Investigation Equipment.** September 30. E.S.B. 32548/67.*

**(178/67) Tyres and Tubes.** September 27. E.S.B. 33673/67.*

**Myanma Export Import Corporation:**

**(176/67) Tin Plate.** October 5. E.S.B. 32893/67.*

**(178/67) Electric Lamps.** October 2. E.S.B. 33670/67.*

**(178/67) Electrical Fittings.** October 2. E.S.B. 33671/67.*

**(178/67) Mamooties (Hoes).** September 29. E.S.B. 33672/67.*

**(174/67) Mobile Cranes** for Public Works Corporation. October 19. E.S.B. 32825/67.*

**(179/67) Fertilizers.** Issuing Authority not as yet known. (Advance Information.) E.S.B. 33692/67.

## CEYLON

**(176/67) Pipes and Fittings** for Colombo Municipal Council. (Further Information.) E.S.B. 32040/67.*

**(174/67) Padlocks** for Co-operative Wholesale Establishment. September 27. E.S.B. 32856/67.*

**(178/67) Agricultural Equipment** for River Valleys Development Board. September 27. E.S.B. 33397/67.*

**State Engineering Corporation:**

**(178/67) Switch Board Equipment.** October 8. E.S.B. 33394/67.*

**(178/67) Steel Pipes.** October 7. E.S.B. 33395/67.

**(178/67) Water Valves; Pumps.** October 4. E.S.B. 33396/67.*

**(179/67) Pipes and Fittings; Valves.** October 6. E.S.B. 33619/67.*

**(178/67) Woollen Caps** for Tender Board. October 10. E.S.B. 33384/67.

## CHILE

**(178/67) Dental Equipment** for La Direccion de Aprovisonamiento del Estado. September 29. E.S.B. 33626/67.*

## COLOMBIA

**(178/67) Construction Works** for Instituto Colombino de la Reforma Agraria. October 6. E.S.B. 33662/67.

## CONGO, DEMOCRATIC REPUBLIC OF

**Ministry of Finance:**

**(176/67) Stencil Paper.** September 30. E.S.B. 32941/67.*

**(176/67) Stencil Paper.** September 30. E.S.B. 32942/67.*

**(176/67) Stencil Paper.** September 30. E.S.B. 32943/67.*

## COSTA RICA

**(178/67) Rail Bolts** for La Proveeduria del Ferrocarril al Pacifico, Costa Rica. September 29. E.S.B. 33341/67.*

## EQUADOR

**(175/67) Electrical Equipment and Materials** for Instituto Ecuatoriano de Electrification. (Further Information.) Closing date postponed October 16. E.S.B. 31586/67.

## FORMOSA

**Central Trust of China:**

**(174/67) Insecticides.** September 29. E.S.B. 32804/67.*

**(174/67) Welding Rod; Wire Cloth.** October 2. E.S.B. 32806/67.*

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## FORMOSA, *continued*

**(174/67) Gate Valves.** October 2. E.S.B. 32807/67.*
**(174/67) Telephone Testing Instruments.** September 29. E.S.B. 32811/67.*
**(174/67) Lapping Apparatus.** September 29. E.S.B. 32818/67.*
**(174/67) Pumps.** September 30. E.S.B. 32810/67.*
**(174/67) Electronic Tubes,** September 29. E.S.B. 32813/67.*
**(174/67) Oil.** September 29. E.S.B. 32816/67.*
**(174/67) Fork Lift Trucks.** September 29. E.S.B. 32817/67.*
**(174/67) Analytical Instruments.** September 27. E.S.B. 32827/67.*
**(175/67) Radio-Telephone Equipment.** October 2. E.S.B. 32803/67.*
**(175/67) Laboratory Equipment,** October 3. E.S.B. 32805/67.*
**(175/67) Carbon Steel Tubes.** September 27. E.S.B. 32812/67.*
**(175/67) Laboratory Equipment; Tobacco Machinery.** September 27. E.S.B. 32832/67.*
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**(175/67) Compressor.** September 29. E.S.B. 32833/67.*
**(175/67) Laboratory Equipment,** October 2. E.S.B. 32809/67.*
**(175/67) Line Plant Equipment.** September 30. E.S.B. 32814/67.*
**(175/67) Photocontrol Switches.** September 29. E.S.B. 32831/67.*
**(177/67) Electrical Measuring Instruments.** October 9. E.S.B. 33351/67.*
**(178/67) Fuel Oil Delivery Pumps and Nozzles.** October 3. E.S.B. 33702/67.*
**(178/67) Spectrometer.** October 3. E.S.B. 33703/67.*
**(178/67) Grounding Clamps.** October 3. E.S.B. 33617/67.*
**(178/67) Freyssinet Cones.** October 4. E.S.B. 33621/67.*
**(178/67) Calibrator,** September 29. E.S.B. 33350/67.*
**(178/67) Mixer.** October 12. E.S.B. 33352/67.*
**(178/67) Acid Proof Bricks and Cement.** October 3. E.S.B. 33380/67.*
**(178/67) Orifice Meters and Fittings,** October 4. E.S.B. 33382/67.*
**(178/67) Bearings; Copper Discs.** October 2. E.S.B. 33399/67.*
**(178/67) Belts, Ropes and Swivels.** October 13. E.S.B. 33351/67.*
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**(178/67) Diesel Locomotives,** September 30. E.S.B. 33383/67.*
**(178/67) Press Brake.** October 7. E.S.B. 33356/67.*
**(178/67) Shaping Machines.** October 3. E.S.B. 33357/67*.
**(178/67) Steel.** October 4. E.S.B. 33602/67.*
**(178/67) Generator Set,** September 29. E.S.B. 33603/67.*
**(178/67) Battery Charger.** October 3. E.S.B. 33610/67.*
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**(178/67) Storage Tank Heater.** October 7. E.S.B. 33359/67.*
**(178/67) Oil Burners.** October 3. E.S.B. 33612/67.*
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**(178/67) Steel Pipe.** October 2. E.S.B. 33601/67.*
**(178/67) Valves; Pipe Fittings.** October 6. E.S.B. 33364/67.*
**(178/67) Beer Filtration Plant and Equipment.** September 30. E.S.B. 33369/67.*
**(178/67) Liquid Filler.** October 5. E.S.B. 33370/67.*
**(178/67) Laboratory Apparatus; Chemicals.** October 3. E.S.B. 33381/67.*
**(178/67) Pumps and Motors.** September 29. E.S.B. 33611/67.*
**(178/67) Electrical Testing Equipment.** October 2. E.S.B. 33618/67.*
**(179/67) Control Instruments.** October 5. E.S.B. 33358/67.*
**(179/67) Radio Components.** October 6. E.S.B. 33360/67.*
**(179/67) High Pressure Pump And Accessories.** October 4. E.S.B. 33361/67.*
**(179/67) Gas Chlorinators.** October 14. E.S.B. 33362/67.*
**(179/67) Watt Hour Meters.** October 9. E.S.B. 33363/67.*

## FRANCE

**(178/67) Printing Work** for Advisory Group for Aerospace Research and Development. October 27. E.S.B. 32930/67.*

## GERMANY, FEDERAL REPUBLIC OF

**(175/67) Stationery** for H.Q. NORTHAG/TWOATAF. October 31. E.S.B. 32845/67.*

## GREECE

**Hellenic State Railways:**
**(178/67) Water Softening Product.** September 29. E.S.B. 33643/67.*
**(178/67) Trapezoidal Belts.** September 29. E.S.B. 33632/67.*
**Ministry of Commerce:**
**(175/67) Welding Equipment and Accessories,** October 18. E.S.B. 32950/67.*
**(175/67) Training Guns.** (Further Information.) Reissued. Closing date 12 noon on September 29. E.S.B. 41590/66.*

## INDIA

**(178/67) Transmission Line** for Assam State Electricity Board. November 4. E.S.B. 33306/67.
**Beas Purchase Organization:**
**(178/67) Drill Rods.** October 17. E.S.B. 33337/67.
**(178/67) Steel Measuring Tapes.** September 29. E.S.B. 33329/67.
**(178/67) Drilling Equipment.** October 13. E.S.B. 33332/67.
**(178/67) Drilling Kits,** October 16. E.S.B. 33333/67.
**(178/67) Waterproof Clothing.** October 17. E.S.B. 33334/67.
**(178/67) Alloy Steel Chains.** October 6. E.S.B. 33327/67.
**(178/67) Air Meters: Thermometers.** October 20. E.S.B. 33338/67.
**(178/67) Packing and Jointing Materials.** October 4. E.S.B. 33339/67.
**(178/67) Carbide Tips.** October 4. E.S.B. 33330/67.
**(179/67) Miscellaneous Equipment.** October 16. E.S.B. 33335/67.
**(179/67) Laboratory Equipment.** October 13. E.S.B. 33336/67.
**Bhabha Atomic Research Centre:**
**(176/67) Analytical Balance.** October 19. E.S.B. 32962/67.
**(177/67) Pressure Transmitting and Recording Equipment.** October 4. E.S.B. 32954/67
**(177/67) Air Liquifying Plant.** October 4. E.S.B. 32956/67.
**(177/67) Respirators and Accessories.** October 5. E.S.B. 32957/67.
**(177/67) Thermocouples.** September 29 E.S.B. 32953/67.
**(177/67) Ferrite Core.** October 3. E.S.B. 32955/67.
**(177/67) Spectro Photometer.** October 6. E.S.B. 32958/67.
**(177/67) Micro-Balance.** October 17. E.S.B. 32960/67.
**(177/67) Micro-Balance.** October 16. E.S.B. 32959/67.
**(177/67) Balances,** October 18. E.S.B. 32961/67.
**(174/67) Transformers; Lightning Arresters** for Delhi Electric Supply Undertaking. October 23. E.S.B. 32859/67.
**(174/67 Boring Machine** for Director General of Supplies & Disposal. October 20. E.S.B. 32861/67.*
**(175/67) Crash Tender** for Fertilizer Corporation of India Ltd. October 14. E.S.B. 32858/67.
**(176/67) Revolving Centres** for Heavy Engineering Corporation Ltd. September 30. E.S.B. 33307/67.
**(179/67) Copper Wire Bars** for Hindustan Cables Ltd. October 17. E.S.B. 33679/67.
**(176/67) Silver-Palladium Sheets** for Indian Telephone Industries Ltd. (Further Information.) Tender documents now available. E.S.B. 32566/67.*
**(176/67) Electrical Equipment** for Kerala State Electricity Board. October 18. E.S.B. 32901/67.
**(175/67) Cable and Associated Equipment** for Madhy Pradesh Electricity Board. September 30. E.S.B. 32952/67.
**(177/67) Batteries** for Railway Board. October 7. E.S.B. 33305/67.
**West Bengal State Electricity Board:**
**(176/67) Diesel Shunting Locomotives.** (Further Information.) Closing date postponed to October 19. E.S.B. 29477/67.*
**(176/67) Bulldozers.** (Further Information.) Tender documents now available. E.S.B. 32802/67.*

## IRAQ

**(179/67) Stone Crushing and Grading Plant** for Directorate General of Railways. October 1. E.S.B. 33637/67.
**(176/67) Sub-Station** for Iraq Cement Co. (National) October 12. E.S.B. 32924/67.
**Ministry of Defence:**
**(175/67) Brake Fluid; Shock Absorbers; Chemicals.** October 10. E.S.B. 32922/67.
**(176/67) Metal Shop Materials.** October 10. E.S.B. 32923/67.
**(176/67) Batteries.** October 8. E.S.B. 32921/67.
**(176/67) Medical Material.** October 10. E.S.B. 32927/67.
**(176/67) Civil Engineering and Technological Works** for Ministry of Industry. October 19. E.S.B. 32928/67.
**(176/67) Water Supply Scheme Expansion** for Ministry of Municipalities & Works. November 7. E.S.B. 32925/67.
**(179/67) Underground Cable** for National Electricity Administration. October 3. E.S.B. 33638/67.

## IRISH REPUBLIC

**(179/67) Radio Telephone Equipment** for County Clinic, Castlebar. (Further Information.) Closing date postponed to October 6. E.S.B. 29238/67.
**(176/67) Construction Work** for Electricity Supply Board. October 24. E.S.B. 32940/67.

## ITALY

**(176/67) Stationery** for Headquarters Allied Land Forces. September 27. E.S.B. 32929/67.*

## JORDAN

**Jordan Petroleum Refinery Co. Ltd.:**
**(179/67) Hydrochloric Acid.** October 3. E.S.B. 33693/67.
**(179/67) Thermocouples and Thermowells.** October 3. E.S.B. 33696/67.*
**(179/67) Copper Tubing; Junction Boxes.** October 3. E.S.B. 33698/67.*

## KOREA

**Office of Supply:**
**(175/67) Searchlights; Telecommunication Equipment.** September 30. E.S.B. 32873/67.*
**(175/67) Steel Wire.** September 30. E.S.B. 32874/67*

## LEBANON

**(178/67) Vehicle Spare Parts** for Ministry of National Defence. October 3. E.S.B. 33615/67.

## MALTA

**The Treasury:**
**(178/67) Water Meters.** September 28. E.S.B. 33347/67.*
**(178/67) Heating System.** October 5. E.S.B. 33349/67.*

## MOZAMBIQUE

**(175/67) Conveyor Belting** for Ports, Railways and Transport Department. October 30. E.S.B. 32902/67.

## NETHERLANDS ANTILLES

**Administrateur van Financien:**
**(177/67) Water Tanks.** December 15. E.S.B. 33375/67.*
**(177/67) Transformers.** October 18. E.S.B. 33376/67.*
**(178/67) Water Works Scheme.** December 15. E.S.B. 33377/67.*

## NEW ZEALAND

**(179/67) Carving Tools** for Department of Education. September 28. E.S.B. 33391/67.*
**General Post Office, Wellington:**
**(178/67) Carpenters' Tools.** October 10. E.S.B. 33392/67.*
**(178/67) Cable,** October 9. E.S.B. 33393/67.*
**(179/67) Hand Lamps.** (Further Information.) Reissued October 12. E.S.B. 18776/67.
**(175/67) Switchgear** for Waitemata Electric Power Board. October 6. E.S.B. 32932/67.*
**(175/67) Waterworks Plant** for Wellington City Corporation. November 20. E.S.B. 32597/67.*

## PAKISTAN

**(175/67) Carrier Equipment** for Pakistan Telegraph and Telephone Department. September 30. E.S.B. 32903/67.
**(177/67) Weigh Bridges** for Water and Power Development Authority. September 28. E.S.B. 33346/67.
**West Pakistan Railway Board:**
**(176/67) Railcars,** October 23. E.S.B. 33315/67.
**(179/67) Permanent Way Materials; Cement,** October 17. E.S.B. 33344/67.*

## PERU

**(174/67) Steel Arch Supports** for Lima Light and Power Co. October 2. E.S.B. 32851/67.*

## PHILIPPINES, REPUBLIC OF

**(174/67) Installation and Furnishing of a Mint** for Central Bank of Philippines. October 18. E.S.B. 32871/67.*

## SAUDI ARABIA

**(174/67) Radio Spare Parts** for Ministry of Information. (Further Information.) Tender documents now available. E.S.B. 30890/67.*
**(178/67) Construction of Buildings** for National Guard Presidency. September 30. E.S.B. 33389/67.

## SINGAPORE, REPUBLIC OF

**(178/67) Laboratory Equipment** for Central Supplies Office. October 11. E.S.B. 33367/67.*
**Director of Telecommunications:**
**(178/67) Radio Communications Base Sections.** October 9. E.S.B. 32584/67.*
**(179/67) Teleprinter Equipment.** October 9. E.S.B. 33368/67.*

## SOUTH AFRICA

**State Tender Board:**
**(176/67) Clinometer,** October 2. E.S.B. 32969/67.*
**(176/67) Medical Supplies,** October 3. E.S.B. 32970/67.*
**(176/67) Rectifiers.** October 11. E.S.B. 32978/67.*
**(176/67) Transistors.** October 6. E.S.B. 32979/67.*
**(177/67) Laboratory Equipment.** October 3. E.S.B. 32971/67.*
**(177/67) Crystal Diodes,** October 13. E.S.B. 32977/67.*
**(177/67) Anodes.** October 11. E.S.B. 32972/67.*
**(177/67) Copper Wire,** October 9. E.S.B. 33000/67.*
**(177/67) Field Stoves.** October 25. E.S.B. 33313/67.*
**(177/67) Magneto Switchboards,** October 11. E.S.B. 32976/67.*

## SUDAN

**(176/67) Pumps** for Central Electricity and Water Corporation. October 7. E.S.B. 32935/67.*
**(176/67) Saw Ginning Factories** for Public Agricultural Production Corporation. (Further Information.) E.S.B. 32401/67.*
**(174/67) Well Boring Equipment** for Sudan Gezira Board. October 2. E.S.B. 32823/67.*
**(175/67) Permanent Way Equipment** for Sudan Railways. October 24. E.S.B. 32878/67.*

## SWITZERLAND

**(178/67) Quadrupole Magnets for the I.S.R. Beam Transfer System** for European Organization for Nuclear Research. October 27. E.S.B. 33647/67.

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# GEEST LINE

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*Manufacture of reinforced rubber lined fire hose at Angus Fire Armour's manufacturing plant at Bentham, near Lancaster. The photograph shows a circular loom, one of more than 100, on which the jacket of the hose is woven from synthetic fibres. A separate lining is made from rubber coated latex which is then inserted, and bonded to the jacket. Some hoses receive an additional external impregnation of pvc to render them more resistant to abrasion, oils, etc. Angus Fire Armour export a large amount of fire hose and, in addition, have plants in Canada and France. Their fire hose is also made under licence in Portugal, the United States and Japan.*

## TANZANIA

**(178/67) Diesel Generating Plant** for Tanganyika Electric Supply Co. Ltd. October 16. E.S.B. 33599/67.

## THAILAND

**(175/67) Insulators** for Metropolitan Electricity Authority. October 20. E.S.B. 32915/67.*
**(178/67) Electrical Equipment; Tools** for Royal Irrigation Department (Samsen). October 30. E.S.B. 32980/67.*
**State Railway of Thailand:**
**(175/67) Lathe.** October 5. E.S.B. 32869/67.
**(175/67) Airless Spray Equipment.** October 5. E.S.B. 32870/67.
**(175/67) Chisel Mortiser.** October 4. E.S.B. 32883/67.
**(175/67) Equalizer Spring.** October 18. E.S.B. 32913/67.
**(175/67) Steel.** October 6. E.S.B. 32914/67.
**(176/67) Air Compressor.** October 5. E.S.B. 32865/67*
**(176/67) Rivet Heating Machine.** October 9. E.S.B. 32981/67.
**(176/67) Crane.** October 6. E.S.B. 33308/67.
**(176/67) Rivet Friction Press.** October 9. E.S.B. 33309/67.
**(176/67) Riveting Machines.** October 9. E.S.B. 33310/67.
**(176/67) Riveting Hammers and Holders.** October 9. E.S.B. 33311/67.
**(175/67) Steel Structures** for Yanhee Electricity Authority. September 28. E.S.B. 32891/67.*

## TUNISIA

**(176/67) Agricultural Machinery** for Secretariat d'Etat a l'Agriculture. (Further Information.) E.S.B. 32498/67.*
**(176/67) Electrical Works** for Secretariat d'Etat aux Travaux Publics et a l'Habitat. October 2. E.S.B. 32938/67.*

## TURKEY

**(176/67) Transformers for Bank of Provinces.** October 4. E.S.B. 33318/67.
**(179/67) Garage Servicing Equipment** for Ground Forces Command. September 27. E.S.B. 33655/67.*
**(179/67) Nylon Ropes** for Naval Forces Command. September 28. E.S.B. 33654/67.*

## UNITED ARAB REPUBLIC (EGYPT)

**(175/67) Ball and Roller Bearings** for Egyptian Railways. October 3. E.S.B. 32863/67.

## UNITED STATES OF AMERICA

**(175/67) Turbines** for United States Corps of Engineers. (Further Information.) Closing date postponed to October 18. E.S.B. 26139/67.*

## URUGUAY

**(179/67) Dry Cells** for State Railways. 1st Call October 24. 2nd Call October 31. E.S.B. 33902/67.
**(179/67) Oil** for State Telephone and Electricity Board. 1st Call October 11. 2nd Call October 18. E.S.B. 33903/67.

## VIETNAM

**Central Purchasing Authority:**
**(178/67) Telephone Sets.** October 3. E.S.B. 33605/67.*
**(179/67) Power Transformers.** October 3. E.S.B. 33607/67.*

## ZAMBIA

**Central Supply and Tender Board:**
**(178/67) Steel Lockers.** October 6. E.S.B. 33627/67.*
**(178/67) Borehole Casing.** October 6. E.S.B. 33628/67.*
**(179/67) Construction of Buildings** .September 29. E.S.B. 33663/67.
**(179/67) Water Supply Scheme.** September 29. E.S.B. 33667/67.
**(179/67) Water Supply Scheme** for Municipal Council of Mulfulira. September 29. E.S.B. 33661/67.

## OVERSEAS COMMERCIAL POSTS

*Over 200 official commercial posts in all the main centres of the world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of September 1 issue.*

# Agency and export opportunities, market surveys, etc.

*Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the* **Export Service Bulletin.**†

*Further information about these and copies of the Bulletin in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.*

**Abu Dhabi**
(176/67) Agency inquiry for electric cables; electrical fittings; sanitaryware; water pipes. E.S.B. 32648/67.

**Argentina**
(178/67) Manufacture under licence – motor car safety accessories. E.S.B. 33771/67.

**Australia**
(177/67) Agency inquiry for sanitaryware. E.S.B. 33091/67.
(179/67) Agency inquiry for switchgear. E.S.B. 33562/67.
(175/67) Inquiry in respect of alumina plant – further information. E.S.B. 13901/65.
(175/67) Manufacture under licence – road low loaders. E.S.B. 33075/67.

**†For further details on the 'Export Service Bulletin' see page 655.**

(178/67) Inquiry for dehydrated plant; fruit stamping machines; houses; knife sections; ladders; plastic bricks. E.S.B. 32118/67.
(178/67) Inquiry for valves. E.S.B. 23466/67.

**Austria**
(179/67) Agency inquiry for shoe manufacturing machinery; shoe accessories. E.S.B. 33424/67.
(177/67) Inquiry for television sets. E.S.B. 33414/67.

**Belgium**
(179/67) Agency inquiry for security locks. E.S.B. 31170/67.

**Bolivia**
(176/67) Inquiry for adhesive materials; mining equipment; tiles. E.S.B. 33155/67.

**Brazil**
(176/67) Agency inquiry for temperature regulators. E.S.B. 33260/67.

**Burma**
(176/67) Inquiry for ambulances. E.S.B. 33288/67.

**Canada**
(175/67) Agency inquiry for compressors; engines. E.S.B. 32756/67.
(177/67) Agency inquiry for leathers. E.S.B. 31457/67.
(178/67) Agency inquiry for steel forgings. E.S.B 33409/67.
(174/67) Inquiry for shafting; springs; E.S.B. 14243/66.

**Ceylon**
(176/67) Inquiry in respect of construction of steel foundry, structural shop and galvanising plant. E.S.B. 25187/67.

**Fiji**
(174/67) Agency inquiry for brake and clutch linings; clutch plates. E.S.B. 30337/67.
(178/67) Agency inquiry for confectionery; shoes. E.S.B. 31456/67.
(174/67) Colonial Development and Welfare Funds.

**Finland**
(178/67) Agency inquiry for central heating boiler maintenance requisites; oil burners. E.S.B. 31710/67.
(179/67) Agency inquiry for yarns. E.S.B. 33807/67.

**Formosa**
(174/67) Tenders – successful bidders. E.S.B. 19699/67.

**France**
(175/67) Agency inquiry for electromechanical equipment. E.S.B. 25508/67.

**Germany, Federal Republic of**
(175/67) Agency inquiry for luggage and handbag fittings. E.S.B. 31858/67.
(175/67) Agency inquiry for worsted and woollen suitings. E.S.B. 31634/67.
(176/67) Agency inquiry for spectacle frames. E.S.B. 25683/67.
(176/67) Inquiry for reproduction murals. E.S.B. 32786/67.
(176/67) Inquiry for steel. E.S.B. 24683/67.
(179/67) Inquiry for metal. E.S.B. 33530/67.

**Greece**
(176/67) Inquiry for hand tools; metal working machinery; presses. E.S.B. 32692/67.

**Honduras Republic**
(176/67) Inquiry for tennis rackets. E.S.B. 30064/67.

**Irish Republic**
(175/67) Agency inquiry for electric cable. E.S.B. 33103/67.

**Italy**
(175/67) Agency inquiry for air-conditioning units; furniture; hardware; timber; veneer sheets. E.S.B. 29121/67.
(177/67) Agency inquiry for heating equipment spare parts; refrigeration equipment. E.S.B. 25988/67.
(179/67) Agency inquiry for foundry moulding machines. E.S.B. 33513/67.
(176/67) Inquiry for cashmere garments; excavators. E.S.B. 28867/67.
(177/67) Inquiry for arsenious oxide. E.S.B. 32448/67.

**Jamaica**
(174/67) Agency inquiry for metal products; office furniture and equipment; plywood; sanitaryware;

*(Continued on next page)*

## JAMAICA, *continued*

stationery; wheelbarrows. E.S.B. 32200/67.
(178/67) Agency inquiry for suitings; tweeds. E.S.B. 33406/67.
(175/67) Inquiry for plastic working machinery. E.S.B. 29301/67.

**Japan**
(179/67) Agency inquiry for biscuits. E.S.B. 33598/67.
(174/67) Inquiry for sports wear. E.S.B. 33213/67.
(178/67) Inquiry for household glassware. E.S.B. 33600/67.

**Jordan**
(176/67) Inquiry for glue and raw materials. E.S.B 33176/67.

**Kenya**
(177/67) Inquiry for dyeing plant; humidifiers; weaving plant accessories; yarn. E.S.B. 33187/67.

**Lebanon**
(177/67) Agency inquiry for air compressors; mechanical handling equipment; pipe bending machines; pipes and fittings; pumps; welding machines. E.S.B. 32738/67.
(179/67) Agency inquiry for motor vehicle spare parts and accessories. E.S.B. 33579/67.
(179/67) Inquiry for crop-spraying equipment. E.S.B. 33553/67.

**Mexico**
(174/67) British Engineering Event. E.S.B. 32204/67.
(176/67) Inquiry for radio antennae. E.S.B. 33153/67.
(179/67) Inquiry for dry-cell battery manufacturing plant. E.S.B. 33706/67.

**Netherlands**
(176/67) Agency inquiry for textile fabrics. E.S.B. 28185/67.

**New Zealand**
(175/67) Agency inquiry for steam valves. E.S.B. 33066/67.
(176/67) Inquiry for handkerchief wrapping machinery. E.S.B. 33190/67.
(177/67) Inquiry for laboratory equipment. E.S.B. E.S.B. 30717/67.
(179/67) Inquiry for silicone oil. E.S.B. 33726/67.

**Nigeria**
(179/67) Visit by overseas commercial representative. E.S.B. 6865/66.

**Norway**
(178/67) Inquiry for gifts and novelties. E.S.B. 33089/67.

**Pakistan**
(175/67) Agency inquiry for chalk; chemicals; kaolin. E.S.B. 33179/67.
(175/67) Agency inquiry for industrial process control instruments. E.S.B. 21708/67.
(176/67) Agency inquiry for cranes; railway sleeper and wagon supplies. E.S.B. 31132/67.

**Philippines, Republic of the**
(179/67) Inquiry for packaging machinery; pharmaceutical manufacturing machinery. E.S.B. 33801/67.

**Poland**
(178/67) Inquiry for wagon grease-box body machinery plant. E.S.B. 33221/67.

**Saudi Arabia**
(174/67) Agency inquiry for diesel engines; generating sets. E.S.B. 31124/67.

**Singapore**
(178/67) Agency inquiry for window and door furniture. E.S.B. 33482/67.
(179/67) Agency inquiry for sanitaryware. E.S.B. 33514/67.

**South Africa**
(176/67) Agency inquiry for cotton fabrics. E.S.B. 33178/67.
(176/67) Agency inquiry for electronic equipment; food industry equipment; packaging machinery; plastics machinery; precision engineering items; shoe industry machinery; textile machinery. E.S.B. 30938/67.
(179/67) Agency inquiry for bath and shower fittings; gas fittings; nails; valves and fittings. E.S.B. 33557/67.
(178/67) Inquiry for slipway equipment. E.S.B. 33006/67.
(178/67) Manufacture under licence – ear tags; industrial fasteners; metal and plastic fabrication. E.S.B. 33711/67.

**Sweden**
(175/67) Agency inquiry for waterproofed nylon cloth E.S.B. 33086/67.

**Switzerland**
(174/67) Agency inquiry for building materials; canned foodstuffs; packaging machinery and materials E.S.B. 31870/67.
(176/67) Agency inquiry for street cleaning equipment. E.S.B. 33417/67.
(177/67) Agency inquiry for cotton fabrics; piecegoods. E.S.B. 29661/67.
(177/67) Agency inquiry for industrial textiles; wallpaper. E.S.B. 28851/67.
(178/67) Agency inquiry for leather; plastic fibres. E.S.B. 29160/67.
(179/67) Agency inquiry for floor coverings. E.S.B. 33196/67.
(179/67) Agency inquiry for machine tools. E.S.B. 33408/67.

**Tunisia/Libya**
(179/67) Trade Agreement. C.R.E. 4735/G.

**United States of America**
(174/67) Inquiry for music cases. E.S.B 33100/67.
(175/67) Inquiry for machine shop equipment. E.S.B. 33005/67.
(175/67) Inquiry for steel. E.S.B. 33158/67.
(176/67) Manufacture under licence – plastic-working machinery; textile machinery. E.S.B. 33038/67.
(177/67) Inquiry for sprinkler corks; tin boxes. E.S.B. 33431/67.
(177/67) Inquiry for zinc alloy. E.S.B. 33198/67.
(178/67) Inquiry for turbines. E.S.B. 31274/67.

**Various**
(179/67) Publication of further BSI Technical Digests on Overseas Technical Regulations. E.S.B. 30355/67.

**Venezuela**
(178/67) Agency inquiry for diesel motors. E.S.B. 33447/67.

**Zambia**
(175/67) Inquiry for camp beds; chairs; enamelware; holloware; hosiery; knitwear. E.S.B. 29536/67.

## A LIBRARY FOR EXPORTERS

*Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade* **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

*The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368 or Telex No. 25977).*

*A 13-man fashion mission from the Manchester Chamber of Commerce flew off on a 'hard-sell' tour of Switzerland and Austria on September 3.*

*The group will be showing 500 garments ranging from children's nightdresses to men's pyjamas, teenage suits and styles, and ladies' rainwear, in Zurich and Vienna during the 6-day tour. Some of these are pictured above.*

*Mission leader Mr. Geoffrey Hague says: 'We feel we can make much more impact as an organized trade mission. There is a ready ear in these EFTA countries for British clothes and we feel that Manchester-made fashion must have ready marketing potential.'*

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# Letters of appreciation

## AUSTRIA

I would like to express in writing my sincere gratitude for the great assistance you gave to me whilst I was in Vienna

I was absolutely delighted with the favourable reception which I received on many of my visits whilst I was in Vienna, and I hope that in due course this will lead to the development of some useful business.

Without your assistance there is no doubt that I would not have been successful in reaching the right contacts at the companies I visited, and the chances of the success of this visit would have been very much smaller.

The managing director of this company has also asked me to express his gratitude to you for the assistance you gave me.

*Cobden Chadwick Limited, Oldham.*

## WEST GERMANY

During the end of February two members of our firm conducted a sales trip to Western Germany and Switzerland in an effort to increase trade relations between ourselves and other companies retailing similar commodities. We feel that this trip was successful in every way and had to write to you in order to say how impressed we were with the services offered by the British Consulates and Embassy in Western Germany. The assistance given to us by the Export Services Branch of the Board of Trade in London was also first-class and proved invaluable when we were arranging this trip.

The Consulates introduced us to many companies who, we are pleased to report, were very receptive to our products, and our company is now making arrangements to further our trade with Western Europe, and you may rest assured that we will, once again, fully utilize the services of the Board of Trade.

This sales trip clearly demonstrated to us that the British exporter has first-class services available to him, and we feel that the complaints, etc., that one sometimes hears about the services offered are completely unfounded. As far as the West German market is concerned, we feel that if many manufacturers, whether they be large or small, were to explore this market, they could not help but be successful.

*Cogswell & Harrison Ltd., London.*

## ITALY

Our managing director, Mr. J. Walker Bow, has asked that we write to you to express his keen appreciation and thanks for the courtesy and help extended to him by you at the time of his recent visit.

We should explain that ———— has, in fact, been appointed as our agent both for this company and for Marine International Ltd., and we anticipate that this will be a very satisfactory working arrangement.

Again thanking you for your assistance.

*Walker Bow Limited, Glasgow.*

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Dear Sir,

I would like to record my gratitude for the courtesy, patience and assistance which I am continuously receiving from the Export Service Branch of the Board of Trade in London. In many years of dealing with Government bodies I have never met with such friendly assistance before. The Export Services Branch are so willing to be helpful that it is almost embarrassing to avail oneself of their services because they encourage one to presume upon their assistance and generosity.

I wish to say that their efforts in providing information to us have had a substantial part in the success of the Jewellery Trade Centre and it would be a great pity if their efforts went unnoticed.

N. SHINE,
Director,
The Jewellery Trade Centre, London, E.C.1.

## SWITZERLAND

Many thanks indeed for your exceptionally informative letter which gives us a very good basis indeed on which to plan our sales efforts in Switzerland.

We will certainly approach the three supermarket operators you list, and would like to take up your offer of price information by sending you a few samples.

*Basford (Exporters) Company Limited.*

## AUSTRALIA

I should like to thank you sincerely for your letter and for the efforts you have made on our behalf.

*Cakeboards Ltd., Burnley.*

## SCANDINAVIA

I have just returned from my visit to the Scandinavian countries and in all the individual capitals called on the Commercial Department of the various British Embassies. In every case I had the most excellent treatment and was given very exact information both with regard to the general market as well as the individual firms, I wanted to call on.

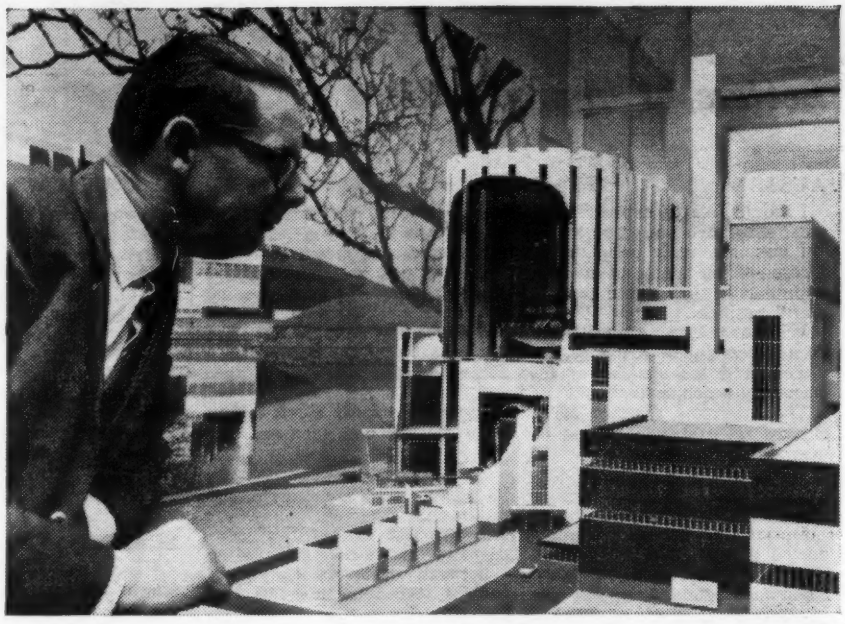
I would like to thank you for what you have done by introducing me.

*Letter to the Eastern Regional Office from Elm Engineering Limited, Aylesbury.*

*Mr. T. Brimelow, British Ambassador to Poland (left), talks to M. J. O'Shea, exhibitions officer of the Cambridge Group, and K. W. Masters (right), export manager of Electronic Instruments Ltd., at the opening of the 36th Poznan International Trade Fair. Electronic Instruments Ltd. was one of four manufacturing divisions of the Cambridge Group taking part in the Fair with a range of electron-probe, medical, laboratory and industrial instruments valued at over £60,000.*

# Export Tours

*Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in September 1 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 633 of this week's issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*



*Mr. B. F. Eltham, director-general of the British Nuclear Export Executive, is visiting the Far East and Asia to discuss prospects for the use of British Nuclear Reactors in 10 countries. He is pictured above with a model of the latest of Britain's Advanced Gas Cooled Reactors – a plant that can also be used to provide both power, and with the addition of a desalination plant, water for a medium-sized town. He will also be discussing the Steam Generating Heavy Water Reactor (SGHWR), a fast-breeder reactor system already under construction in Britain. Mr. Eltham's journey started in Pakistan on September 10. From there he will go to India and Thailand. Later he will visit Formosa, Philippines, Australia, Turkey, Israel, New Zealand and Mexico.*

### World tour to promote British building system

HAVING LEFT on August 28, for a five-week world tour, including markets from which his company is already earning valuable foreign currency for Britain in the industrial building sector, Mr. Jack Ashworth, director of Terrapin International Limited, the Bletchley-based group whose interests also include accommodation rental, 'package' libraries and library equipment, road haulage, electrical engineering and contracting, and metal fabricating, is bound for the United States, Japan, Philippines, Malaysia, Singapore, Australia and South Africa.

He is export director for Terrapin Limited, which manufactures Terrapin unit buildings in the United Kingdom, an executive director of Terrapin (Overseas) Limited, and managing director of Terrapin Reska Limited, which markets the Danish-designed library equipment system in the British Isles.

The three major objectives of his tour are: marketing, technological and commercial liaison with licensees based in California, Tokyo, Melbourne and Johannesburg; fact-finding visits to probe possiblities for export to (or manufacture in) areas not already covered by licensing agreements, and to introduce the new Terrapin Mark 45 system of relocatable building to existing licensees and others who have expressed interest in the system. Mr. Ashworth will also be meeting commercial and other representatives of the British Government overseas.

From London he flew to the West Coast of America where he spent five days, then on to Japan (for seven days), Philippines (three days), Malaysia (one day), Singapore (three days), Australia (eight days) and South Africa (seven days). He returns to London on September 30.

Terrapin unit buildings, which are produced on a flow line basis similar to that employed in the motor industry, are manufactured and marketed under licence in Australia, Denmark, France, Germany, Ireland, Japan, Portugal, South Africa and the United States. The actual number of territories covered so far by these licensees totals 31.

### Scandinavian tour

MR. E. C. NEATE, managing director and Mr. J. N. Roberts, sales manager, of Preformed Line Products (Great Britain) Ltd., of Andover, Hants., will be making a visit to Scandinavia, visiting Finland, Sweden, Norway and Denmark. The object of the trip is to contact agents and to meet as many engineers of the electricity authorities and telecommunication departments as possible. This is one of many trips that the firm has paid to this area with successful results.

### Sales boost in Canada

TO FURTHER increase the already significant proportion of Bristol 'Duplex' air compressors exported, top executives of Bristol Pneumatic Tools Ltd., have set out on a three-week sales tour of Canada.

Mr. Peter Slade, Bristol Pneumatic Tools' general manager, and Mr. Peter Langton, deputy general manager, are in Canada visiting all the Bristol compressor distributors throughout the country. They are accompanied throughout the tour by Mr. Morris Piaken, president of Contractors Machinery & Equipment Ltd., Hamilton, Ontario, 'Bristol' distributors for Ontario.

The 11,3000 mile tour takes the Bristol executives to Montreal, Toronto, Edmonton and Winnipeg, meeting engineers, representatives of civic authorities, plant operators and contractors and trade commissioners. A full programme of meetings, conferences, lectures and demonstrations has been arranged to take place in the major cities during the tour.

The Bristol factory, which is working at full capacity, has made special efforts during the last few months to ensure that the whole range of Bristol portable compressors with all ancilliary supplies are shipped out to Canada in time for the tour.

### Tour in Mexico

MR. D. F. HAYDON, general sales manager of Baird & Tatlock (London) Ltd., recently attended the SIMA Exhibition of British Scientific Instruments which took place in Mexico. He is now touring other countries in South America.

Mr. Haydon visited Caracas, Venezuela, from September 9-13, Lima, Peru, from September 13-17 and Santiago, Chile, from September 17-20. He will then visit Chicago on September 21 and will return to the United Kingdom from there.

Mr. Haydon will be discussing, with the Company's Agents and representatives, the supply of laboratory instruments, apparatus and equipment, including the latest developments shown at Mexico.

### Russians want menswear

MINI SKIRTS are not the only British fashion the Russians have asked to see – they want to see our renowned British menswear. So on September 1, nine members of the British Menswear Guild flew to Moscow, led by chairman, Derek P. Rose of Bonsoir Limited, this being the second visit the Guild has made to Moscow (the first was in 1961).

The British Menswear Guild is an association of leading manufacturers and exporters, whose members are widely known both at home and abroad for the outstanding quality of their products. The Guild was founded in 1959 for the specific purpose of increasing overseas sales, and promoting the now famous 'British Look'.

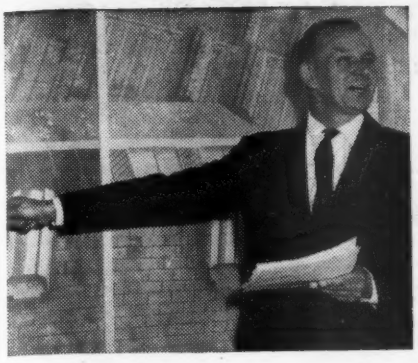
The nine member firms who flew to Moscow were: A. B. H. M. (Associated British Hat Manufacturers Ltd.), Aquascutum Ltd., Bonsoir Limited, Braemar Knitwear Ltd., D. Byford & Co. Ltd., DAKS (S. Simpson Ltd.), Morlands, John Smedley Ltd., Laidlaw & Fairgrieve (part of the Joseph Dawson Group, Associate Guild Member).

The Guild had its own section in each of the official British fashion shows held three times daily from September 2-5, and the nine member firms each selected merchandise specially suited for the Russian market.

### Canad'an tour

FOLLOWING the visit to Canada of the chairman, Mr. G. M. Thwaites, Clare Collets Ltd., of Broadheath, Cheshire, manufacturers of the Clare system of milling equipment, have announced the appointment of Messrs. Rotem Industrial Products Ltd., of Toronto, Ontario, as their distributing Agents in Canada.

Following their initial market research, and preliminary to final negotiations, Messrs. Rotem Industrial Products Ltd., carried out extensive trials with the Clare system in several Canadian plants; these trials proved highly successful, and created a great deal of favourable interest.



*Mr. Philip Abbey*

**South African tour**

Philip Abbey, export sales executive of Colt Ventilation & Heating Limited, Surbiton, Surrey, has just left for a three months' business tour of South Africa, New Zealand and Australia. He is seen above addressing a meeting of colleagues in London before his departure.

Aimed at increasing sales of ventilation equipment through Colt's agents in the three countries, J. H. Vivian Ltd., Mair Ltd., and Email Ltd., respectively, the tour will consist of almost non-stop lectures, conferences and promotion drives.

Before leaving, Mr. Abbey said that one of the side effects of the squeeze has been to stimulate thought and new ideas for increased efficiency and it is these new ideas which he hopes to try out with overseas associates.

**United States tour**

THE Southern States of the United States will be visited for the first time in seven annual sales visits to the country when an executive of a United Kingdom firm of sports and leisure wear, and fully-fashioned knitwear manufacturers, embarks on a two-month sales and fact-finding mission from September 6. About a month of this period will be spent in the New York area and a further fortnight will be spent in Canada. In addition he will call at Richmond and Washington.

Mr. Horace Winterbotham, export manager of Cooper and Roe Ltd., Nottingham, a firm which sells 50 per cent of its exports to the United States and also enjoys long-standing trading relations with Canada, will be visiting department stores and wholesalers with an eye to orders next spring, particularly the former.

Sales personnel from the Nottingham headquarters have not previously toured the St Louis, New Orleans, Miami and Atlanta areas as Mr. Winterbotham is planning to do this year.

Mr. Winterbotham said, 'Our agent (Mr. Herman Schloss, who operates from Cooper and Roe's own office in Madison Avenue, New York) has been doing consistently good work for us in the United States over the years, but I am a great believer in personal contact with buyers, and at the same time I shall be seeking new ideas. Most of our garments are already styled for the market, but it is essential to be up-to-the-minute on what the market wants.'

Concurrent with his tour – as on previous occasions – will be a programme of visits in the same areas and additionally in the Rockee Rochester, Buffalo, Cleveland, Detroit, Chicago and Cincinatti districts, by the United States agent.

Mr. Winterbotham's objectives are basically the same in Canada, where he will additionally be following up contacts made with retailers by the company chairman when he visited the country as leader of the British Hosiery and Knitwear Export Group in January, this year. The firm has no agent in Canada.

In the sports and leisure wear fields, the firm has been particularly successful in North America with men's, women's and children's T-shirts and sports shirts in cotton. Lines in synthetic fibres such as nylon, acrilan and courtelle are also produced.

Fully fashioned knitwear for men and women, again enjoying most success in the natural fibres ranges – they are also produced in synthetics – will also be discussed. These include jumpers, sweaters and cardigans, and consist mainly of basic classic styles in a wide variety of colours. Turtle-neck designs for men, women and children have proved particularly popular in the past.

**ECGD LOCAL ADDRESSES**

*The address of the Export Credits Guarantee Department is* 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given on page* 657 *of this week's issue.*

# Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

**General Notice**

| | |
|---|---|
| 49 | Temporary importations: International Co-operation. |
| 77E | (Re-issued February 1966) Purchase Tax – Exports. |
| 106 | Temporary Exportation of Commercial Samples. |
| 113 | Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader. |
| 118 | Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax. |
| 206 | Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation. |
| 207 | Reimported goods: relief from Customs Duty and Purchase Tax. |
| 210 | Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders. |
| 215 | Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief. |
| 299 | ATA Carnets for temporarily imported goods. |
| SN6 | Notice to Passenger (Exchange Control and Export Licensing). |

**Drawback**

| | |
|---|---|
| 7 | Drawback on mixed or blended beers when exported or deposited in bonded warehouse. |
| 131 | Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods. Procedure to be followed on a change in rate of Surcharge or Distribution Payment. |
| 171 | Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil. |
| 172 | Drawback on hydrocarbon oils. |
| 218 | Drawback on certain imported goods exported without change of state. |
| 219 | Drawback on certain exported goods manufactured from imported materials. |
| 224 | The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay. |
| 251 | Remission or repayment of the Temporary Charge on Imports. |
| 278 | Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under the Import Duties Act, 1958. |
| 291 | Claims for drawback on goods exported where there has been a variation in the duty rate. |
| 372 | Authorization of signatories to drawback claims. |
| 430 | Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments. |
| 403A | Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments. |
| 432 | Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments. |

**Export Rebates**

| | |
|---|---|
| 435 | Schedule of Rates. |
| 436 | General outline of scheme and procedure for claiming. |
| 473 | Ships and Aircraft. |

# Export Orders

**Firms are invited to send in brief details of recent export orders or contracts for mention on this page.**

### English Electric wins £9 million United States power contract

Orders for power plant totalling over $64 million have been won by English Electric on the North American continent during the last four weeks, with the signing of a contract on August 31, with the Southern California Edison Company, Los Angeles.

The order from Southern California Edison is for an 800,000 kilowatt turbo-alternator for the Bolsa Island nuclear power and desalination plant to be built on a man-made island off the California coast. This follows a similar order English Electric received from Los Angeles Department of Water and Power recently. The two units, one for each reactor and together worth some $27 million (£9 million), are the largest single shaft machines for generating electricity so far made in Britain or imported into the United States.

The other dollar contracts, bringing the overall total to $64 million, were a repeat order for transformers for Los Angeles Department of Water and Power and a contract for two converter stations for the 600-mile direct current link in Manitoba for Atomic Energy of Canada Ltd.

### Hawker Siddeley power station for Western Australia

Work has begun on what is believed to be the largest diesel generating station in the Southern Hemisphere – the Dampier 'B' power station for the Hamersley iron ore project in Western Australia.

The installation of eight diesel alternator sets is being carried out by Hawker Siddeley Brush Pty. Ltd., the Melbourne-based company specializing in the provision of complete turnkey power stations.

The Dampier 'B' station will bring the value of Hawker Siddeley Brush's installations at Hamersley to more than $A4.5 million (£1,800,000).

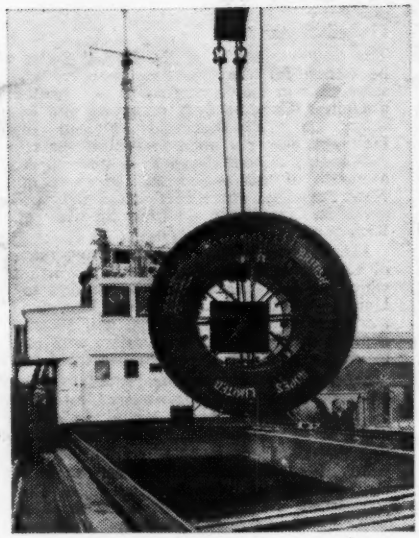
Mirrlees National KV16 Major diesel engines, designed to run on heavy fuel oil for maximum economy, will drive 11 kV brushless type A.C. generators manufactured by the Brush Electrical Engineering Co. Ltd., producing an output of 4.4 megawatts each. The first of the eight alternator units was delivered to the site on July 2.

### Laing Iberica to build new hotel in Seville

Laing Iberica S.A., the Spanish member company of the Laing Group, has been awarded a contract worth 41-million pesetas (about £246,000) for the construction of the new 'Hotel Inglaterra' in the centre of Seville.

The seven-storey building will be of steel-framed construction and will have piled foundations. Due to ground conditions, the basement retaining walls will be constructed by means of the Bentonite trench system. The completed building will be clad with facing brickwork and limestone and will be air conditioned throughout.

An extremely rapid construction period of eight months has been agreed and construction has already commenced.



*The largest order received to date by British Ropes' Oilfield Division for wire ropes for an offshore drilling rig was shipped from Goole Docks by specially chartered vessel for Rotterdam. The picture shows a reel being lowered into the hold by crane. Nine lengths of 3,500 feet of 3½ in. diameter wire rope, each weighing 37 tons, are being supplied on 11 ft. diameter steel reels to the drilling rig 'Sedneth 1' at present building at the Rotterdam Dry Dock Company in Holland. These wire ropes, which will be used as the rig's anchor lines, each have a breaking load in excess of one million lbs. The total value of this important export order is £60,000. This is the first time that British Ropes Limited have chartered a whole ship for an export order. The vessel, the 560 tons 'Militence', is owned by the London and Rochester Trading Company Limited.*

### AEI Turbine for Canada

An order has been received by Associated Electrical Industries Ltd. at Trafford Park, Manchester, from the Montreal Engineering Company on behalf of Calgary Power Company for a 300 megawatt turbine-generator, to be installed at the new Sundance power station, 40 miles west of Edmonton, Alberta.

This is the first machine ordered for the station and, following the modern concept for large turbine-generators, it will be mounted on steel foundations, which will be supplied by MAN. It will be the first large turbine-generator in Canada to have steel foundations.

The design of the machine follows closely that of the 300MW turbine-generator supplied by AEI to Calgary Power's Wabamun power station, but incorporates some later developments. It will be the fifth turbine-generator to be supplied to Calgary Power (other AEI units of 66MW and 150 MW being also installed at Wabamun) and it will be the sixth 300 MW turbine-generator to be supplied to Canada by AEI.

### AEC Ltd. wins £¾ million-plus export orders

Export orders for trucks, tractors and diesel engines from Portugal, South Africa and Uruguay are announced by AEC Ltd., one of the Leyland Motor Corporation companies. The orders are valued at a total of £750,000.

South African Railways have placed an order for 40 bonneted Majestic 6 x 4 trucks to operate with trailers on general heavy duty work in the Orange Free State and northern Transvaal. For this task they will be equipped with 75-gallon fuel tanks.

A further 20 trucks, including 12 Mammoth Major eight-wheelers and eight Mandator models, have been ordered by the Leyland Motor Corporation of South Africa. All the vehicles will be exported in CKD form to be assembled at the Corporation plant at Durban. The eight-wheelers can operate at 28 tons maximum gross vehicle weight (56 tons gross train weight) while the Mandator trucks can operate at up to 16 tons gvw (36 tons gtw).

UTIC, AEC's distributor in Portugal, has ordered 40 long wheelbase Monarch trucks and 24 Mammoth Major six-wheel trucks as well as 50 AH505 diesel engines to be installed in Portuguese trucks and coaches. The Monarch trucks operate at up to 16 tons gvw and the Mammoth Majors, including 10 double drive models, operate at up to 25 tons gvw.

The balance of the orders, four Mandator tractors, will go to Uruguay where they will join AEC vehicles already operating in the fleet of haulage contractor Carlos Patron. Feature of these vehicles include heavy duty 13-ton rear axle, auxiliary gearbox and long range 75-gallon fuel tank.

### Largest ventilation order

What is thought to be the largest natural ventilation order ever, has been placed with Braat en Colt Ventilatie N.V., of Cuyk, a joint venture between Colt Ventilation and Heating Limited, of Surbiton, Surrey, and Bouwstoffen Braat in Holland.

Valued at £200,000, the order is for the supply and installation of Colt Colville ventilating light shutters over the New Hot Strip Rolling Mill of the Royal Dutch Steel Co., Ijmuiden, Holland.

The Mill, due to commence operations in the second half of 1969, will have a total capacity of 4,000,000 tons of steel per year and is part of a massive expansion programme.

Colt Ventilation and Heating Limited have completed ventilation schemes in major steelworks throughout the world, notably Colvilles in Scotland, The Steel Co. of Wales, Richard Thomas & Baldwin, and ISCOR in South Africa. The Colville ventilating light shutter has been adopted as the standard unit throughout the majority of these schemes.

### Gas turbine order

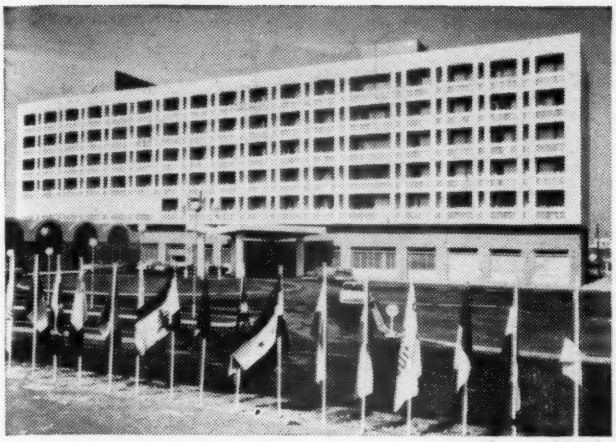
Ruston & Hornsby Limited of Lincoln have won an order, valued £250,000, to supply five of their 1,500 horse power gas turbines to drive crude oil pumps in the Marun oilfield, for Iranian Oil Exploration and Production Co. N.V.

This follows a recent order from the same source for four similar turbines now being despatched to Iran and will bring the total of Ruston turbines operating in Iranian territories to 44.

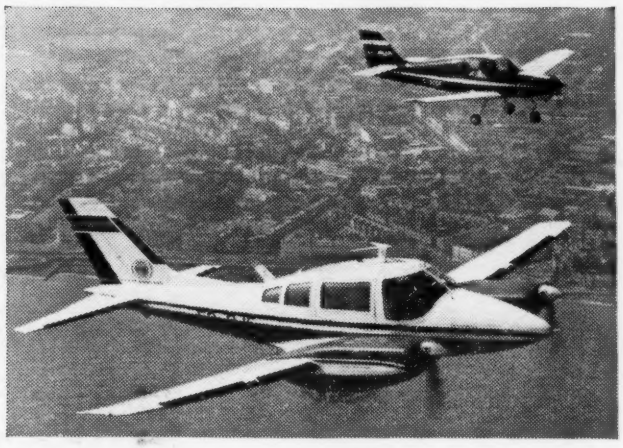
### £25,000 Netherlands order for Temperature

Temperature Limited, a Norcros company, which has rapidly expanded its export activities throughout the world in recent years, has received its first order from the Netherlands.

The £25,000 order is for the company's VersaTemp system of complete four-season air conditioning, which they claim as the most advanced air-conditioning system in the world. Included in the order are 140 packaged terminal air conditioners and these will be installed by Temperature's distributors, Landaal-Schelde N.V., in a four-storey office block now being built at Amersfoort.



*The new Hilton Hotel at Nicosia for whose electrical installations BICC supplied mains cables and general wiring cables through their Cyprus agents Messrs. D. Ouzounian M. Soultanian & Co. Ltd. BICC radio relay cables, copper tapes and other materials were also provided.*



*On its way into Shoreham a Beagle B206-S which has been sold to Aero-Res of Spain takes a close look at the new Beagle PUP-100.*

### Perkins diesels for Swiss trucks

A Swiss company – E. Meili, March-Werk 8862 Shubelbach – has selected Perkins four cylinder diesel engines as the power units for two new multi-purpose trucks.

A total of nearly 100 engines, comprising four cylinder 52 bhp 4.108 units and direct injection four cylinder 80 bhp 4.236 engines, have been ordered.

First deliveries have already been made to Switzerland from the Peterborough headquarters of the Perkins Engines Group, the world's largest manufacturers of diesel engines.

### Pumps for Poland

An order has been received by GEC (Process Engineering) Limited, Erith, for two 24-inch axial flow pumps for installation in a granular fertilizer plant at Police in Poland, to be engineered by Dorr-Oliver Company Limited of Croydon. 15/8

### World sales drive

The Bearston Cutlery & Hardware Company of Chiswick, London, only went into the export market six months ago and now have agencies in most countries of the world. The company invited interested parties to use its knives in comparison with any others from anywhere in the world, re-designed their packaging and presentation and visited certain overseas markets.

Strong competition was evident as were heavy duties in Common Market areas particularly. Countries such as Austria, Canada, Belgium, Holland, Finland, Malaysia, United States and South Africa have been particularly successful and the firm have had a recent order from Australia for 10,000 of only one of our Kitchen Devil range placed by The Myer Emporium (London) Limited for only one of their stores in Adelaide who intend to promote sales extensively through the media of television and national press coverage.

### Controllers for the United States

Following an order, announced earlier this month, worth over £1.4 million from the United States for its newly developed superprofile machines. The Cramio Group of Companies has placed a £70,000 sub-contract for thyristor adjustable-speed controllers with The English Electric Company.

Each of the machines, which have been ordered by the Electronic Speciality Company of Los Angeles for milling complex profiles on components for the aircraft industry, will include multiple English Electric 'Unistat' 30 hp thyristor controllers providing the motive power for the new super power mill spindle heads under closed-loop control. The controllers will be speed set and adjusted during operation by the output signals of the Bunker Ramo tape control system.

### Stockholm Council orders Land-Rovers

The Rover Company has received a £10,000 order to supply twelve 88 in. Diesel Land-Rovers to the Stockholm Municipal Council. The order has been secured by the Company's Swedish distributor, Bil Harry Karlsson A.B.

It is the first order for Land-Rovers to be received from the Stockholm Council and a company spokesman commented: 'This is a significant break-through involving a potential larger user of Land-Rovers'.

The vehicles, which were due to be shipped to Sweden at the end of August, are to be used by the City's Council's Public Works Department for road cleaning. The Rover contract is one of several major successes recorded by member companies of the Leyland Motor Corporation in the important Swedish market.

### Scammell Supers for Indonesia

In a recent order, two 30 ton 6 x 6 Scammell Super Constructor oilfield bed trucks have been ordered by Pertamin – the nationalised oil company of Indonesia. This is a repeat of an order placed in 1965 by the same company.

They will both be right-hand drive machines and will have the Rolls-Royce C6TFL engine and the self-changing gears RV30 semi-automatic gearbox. They will be equipped with Darlington 80 winches for loading oilfield equipment on to Dyson oilfield bodies over full-width tail rollers. The platform dimensions will be 21 ft. long and 9 ft. wide. Gin pole equipment is to be supplied with the vehicles.

The order, placed through M. Ganie of Dusseldorf, includes undersealing of the vehicles, and finish painting in bright red. The machines will be supplied in semi-knocked-down condition for shipment into the port of Djambi in Indonesia.

The vehicles will be supplied to Indonesia in December of this year.

The total value of this order is approximately £32,000.

## SCOTTISH INDUSTRIAL EXPORT GROUP PRESSES FORWARD

In its 18 months of operation, the Scottish Industrial Export Group has secured overseas orders worth £3 million, the chairman, Mr. Norman Campbell, announced to representatives of more than 150 companies at the group's first full meeting held at Renfrew.

Mr. Campbell added that in the past few months the group had had inquiries for another £10 million worth of work, and he hoped that within a year or two it would have a turnover of between £50 million and £100 million.

The group, which has 40 members and hopes eventually to have 100 or more, seeks to establish consortia of Scottish mechanical and civil engineering and shipbuilding firms to handle complete overseas projects.

Mr. Campbell said that what they were trying to create was a 'power bloc' of companies capable of securing and fulfilling such capital projects. Only a few companies in this country could operate at Government level, but the collective power of the group they visualized would equal, if not exceed, the power of these international selling organizations. They had found that foreign countries preferred package deals.

The deputy controller of the Board of Trade office for Scotland, Mr. George Marshall, said they had been watching the progress of the group and saw in them a vehicle which might well increase our overseas earnings. The Board were ready to help in whatever way they could.

### HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

*The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the* Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## SPAIN

### *Certificates of origin*

THE SPANISH AUTHORITIES have recently published Annex Number 6 of the Customs Duties General Ordinances. The Annex deals with the origin and source of goods. A translation of this annex is reproduced below:

**THE ORIGIN AND SOURCE OF GOODS**

**1. The Origin**

1. **General**

1.1 The origin of the goods will be that established by application of the resolution in the second case of the second preliminary disposition of the existing tariffs.

1.2 Scrap iron, waste products and residue will be considered as originating from the country in which they have been recovered or collected, provided that they cannot be used for more than the recovery of raw materials.

2. **Manner of proving the origin of goods**

The origin of the goods can be proved through one of the following manners listed. The Directorate General of Customs will direct which form should be applied, according to the cases concerned.

2.1.1 Certificates of origin.

2.1.1.1 Authorities and organizations who may issue them.

The following authorities and organizations established in the country of production or fabrication of the goods may issue certificates of origin which take effect in Spain :

(a) Commercial attachés of Spanish embassies
(b) Spanish consuls and official vice-consuls.
(c) Official Spanish chambers of commerce or industry.
(d) Customs authorities.
(e) Foreign chambers of commerce or industry.
(f) Other authorities or organizations previously accepted by the Ministry of Finance.

In every case, the acceptance of certificates issued by foreign authorities or organizations will be subject to the existence of firm reciprocal terms.

2.1.1.2 Previous steps for consignment.

2.1.1.2.1 When the consignment is carried out by the Spanish authorities or organizations, it will be preceded by an official declaration made by the producer or manufacturer in their countries of origin, confirming that the goods have been produced or manufactured in the said country, and in the case of a product whose origin is declared to contain materials originating from another country, their type, nature and the extent of the transformations or treatment to which they have been subjected.

When the declaration of origin is not made by the producer or manufacturer himself, but by a trader, wholesaler or exporter, these are obliged to provide reliable documents confirming the origin of the goods in the act of declaration, and this will be stated in the certificate issued on such presentation.

The authority or corresponding organization will sign the certificate of origin stating that the goods fulfil the regulations on each item covered by Spanish law.

2.1.1.2.2 With regard to foreign authorities or organizations, the procedures will be those determined by the law of the country concerned.

2.1.1.3 Contents.

2.1.1.3.1 The following should be provided as basic data :

Name and address of sender,
Number, type, brands and numeration of the packages,
Gross or net weight (and if necessary, units of number or measure) of the goods, and
Specific type of same.

Likewise the means of transport should be indicated.

2.1.1.3.2 The certificates of origin will be issued to the order or in the name of a determinate person, and can be endorsed on the condition that the indorsee writes on the certificate the acceptance and the date, which should be prior to that of the petition for the clearing of the goods through Customs.

2.1.1.4 Consular visa.

So that the certificates are valid, it will be necessary as a general rule for them to bear the consular visa, except when issued by the authorities referred to in cases (a) and (b) of sub-heading 2.1.1.1. The Directorate General of Customs can, however, dispense with such a requirement in certain cases.

2.1.1.5 Translations.

The certificates can be written in any language. However the Administration can ask for them to be translated wholly or partially in cases considered necessary. The translation should be done by the people or organizations, and according to the means shown in Article 69 of the Ordinances, with reference to the translation of the freight declaration.

2.1.1.6 Period of validity.

The period of validity of a certificate expires six months from its date of issue, but it can be extended conditionally by the Directorate General of Customs in cases considered justified.

2.1.1.7 Cases of nullity.

The Customs will admit certificates without regard to any error or material defect in their wording. However they will be declared void.

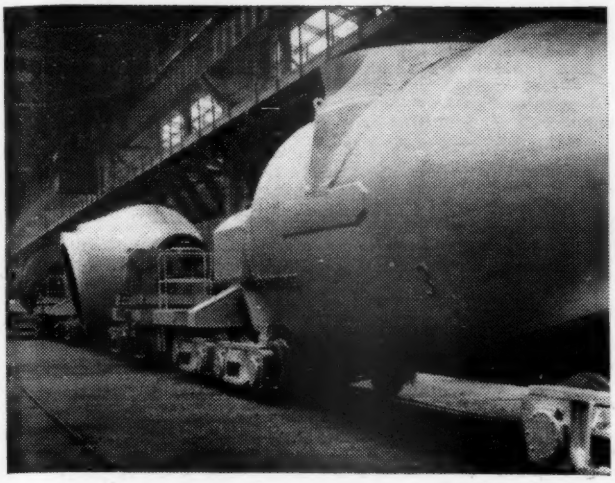
(a) When the origin of the goods is different from that declared in the certificate.
(b) When there exist discrepancies in the gross weight (number or measure) or in the net weight superior to 20 per cent and less than 7 per cent respectively, to that stated in the certificate, provision made for faults, damage or other justified causes.
(c) When the brands and numbers marked on the containers do not correspond with those shown on the certificate.
(d) When the type of goods is different from that shown on the certificate.
(e) When issued in a country different to that of the origin of the goods.
(f) When part of the essential details given in sub-heading 2.1.1.3.1 is missing.
(g) When the validity has expired.
(h) If at any time it is found that the certificate bears information which is inexact or untrue.

2.1.2 Visaed commercial invoices.

The visa consists of a formal declaration written on the commercial invoice by one of the authorities and organizations referred to in the sub-heading 2.1.1.1 above, to the effect that the goods originate from the country concerned, according to the Spanish regulations in force.

These invoices should contain as minimum the information called for by the certificate of origin, and should also carry the consular visa, unless the Directorate General of Customs dispenses with such a requirement.

The general regulations applying to certificates of origin will be applied to the visaed invoices especially that referring to translations, lengths of validity and cases of nullity.



*Three, of a total of five, hot metal mixer cars each with a capacity of 200 tonnes, shown in the Stockton Works of Ashmore, Benson, Pease & Company Limited (Davy-Ashmore Group), prior to despatch to the Sestao Works, Spain, of Altos Hornos de Vizcaya, SA. Ashmore as part of a British consortium, which includes Huntington, Herberlein & Co. Ltd. and Simon-Carves Ltd., at present building the new £15 million ironmaking plant at Sestao for Altos Hornos. Ashmore's work includes the complete blast furnace plant and ore unloaders.*

2.1.3 Sign or marks, especially those showing country of manufacture of goods such as apparatus, machines and products packed for retail sale whose origin can positively be deduced on sight.
2.1.4 Other methods which may be decided by the Ministry of Finance.

3. **Moment of presentation of certificates or other documentation relative to the origin of the goods**

3.1 In general, when presentation of the documents takes place, these documents should be joined to the documents of customs duty when applying for the corresponding customs clearance.
3.2 In exceptional cases provisional clearances can be authorized on condition of later presentation of the documents proving the origin within the periods of time listed below. This is in the case of the proof of origin producing a concession of more favourable import duties and in other cases that the Ministry of Finance considers necessary. In the event of proof not being made, the amount of money due to the Public Finance must be guaranteed.
3.3 The time limit for presentation of the documentation will be as follows:

(a) Three months for European countries and those of Asia and Africa bordered by the Mediterranean.
(b) Five months for all other countries.

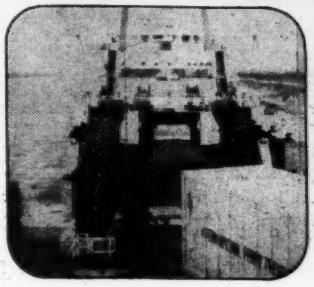
3.4 The direction in paragraph 3.3 will also be applicable when it is necessary to prove the origin in virtue of :

(a) an administrative act in the process of being carried out after clearance of the importation.
(b) Definite breakdown in the economic-administrative or legal-administrative jurisdictions, except when such a breakdown upholds the decision of the Administration in connection with the validity or nullity of certificates.

4. **Special cases**

4.1 Goods emanating from warehouses belonging to foreign customs administrations or supervised by them.
4.1.1 Proof of origin can be made (apart from the general forms foreseen in subheading two and decided by the Directorate General of Customs) through a certificate from the intervening authority which, besides confirming the non-existence of changes, additions or treatment, also states that the certificates of origin corresponding to the goods in question have been shown them.
4.1.2 If the total of a shipment covered by a certificate of origin did not come destined for Spain, the certificate in question can be substituted for another, partial, certificate, issued on sight of the other by the intervening authority.
4.1.3 In spite of that decreed in subheadings 4.1.1 and 4.1.2, the Ministry of Finance can decide that for proof of the origin of the goods coming from such warehouses, a certificate from the intervening Administration be presented, apart from the usual proof, confirming that the goods have not been the objects of changes, additions or treatment, except for that necessary for their preservation during storage in the warehouses, or for the reconditioning of the packaging.

(*Continued on page* 668)



# The cheapest fastest overnight 'freightway' from HULL to ROTTERDAM (Europoort)

**ROLL-ON and ROLL-OFF the central route from the Midlands and the North to Europe. It saves you pounds—because it means shorter hauls for your drivers, less overtime and travelling expenses!**

Two specially designed liners the 'Norwave' and the 'Norwind'. Stabilised and air-conditioned they have on board power points for refrigerated lorries, and compressed air.
There are six overnight sailings a week. Leaving Hull 6 p.m. arriving Rotterdam (Europoort) 8 a.m., and there's no time wasted in the port. Drop the trailer in our vehicle park, and then on to the next job. Our Tugmasters haul your trailer on and off the vessel. Self-drive lorries go straight on board, and your driver is carried free! An important point to note . . . he's given passenger accommodation and the full facilities enjoyed by other passengers!
We give a first class unit load service. Whether your cargo is being shipped in containers or on flats—we have everything you need! Our straddle loaders in both ports handle lengths up to 40 ft., and lift up to 23 tons from your trailer to ship's trailer and vice versa.
Within minutes of the ship arriving in Rotterdam (Europoort) your cargo is transferred to your continental vehicle, and away to its destination. Rotterdam is the beginning of Europe's magnificent highways. Look on the map, and see how well placed it is for all the major cities. Tour cargo will arrive fast—when you use North Sea Ferries freightway!
Let us save you pounds. Write or 'phone for a special quotation for your cargo now!
**Note:** North Sea Ferries is an independent ferry line.

**Perfect for business executives!**
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SPAIN, *continued*

4.2 Foreign goods coming from other parts of national territory. Their origin, on entrance into another part of national territory will be proved in accordance with that decided in the present Appendix and complementary dispositions.

However, when the goods had previously been imported into the part of the country from which they are emanating, proof can be made on the basis of the previously accepted origin which had been taken into account in the clearance of the importation from the said territory.

4.3 Regulations for containers.

As a general rule the origin of the containers will correspond to that of the goods they contain. However when, in the light of the rules of application of the tariff, the goods must be cleared separately and their containers likewise, then the origin of the containers must be proved as well.

5. **Exemptions from proof of origin**

5.1 The following will be exempt from proof of origin:

(a) the items cited in Chapter 99 of the Customs Tariff List.
(b) Articles subject to the payment of duties, and which without forming a commercial consignment, are carried by travellers in their luggage.
(c) Goods of non-commercial consignment contained in postal packages; by air, commercial, green label, ordinary correspondence and similar cases.
(d) Consignment cleared under conditions of personal property.

In the above cases the exporting country will be considered as the country of origin.

5.2 The Ministry of Finance can establish new conditions for exemption when judged advisable.

5.3 The Directorate General of Customs can in exceptional cases grant at their discretion an exemption of the presentation of proof of origin on previous petition for each case by those concerned.

5.4 When the goods are accompanied by a certificate attesting their right to a regional denomination, presentation of the certificate of origin can be dispensed with on the condition that the document had been issued by an organization authorized to that effect, and previously acknowledged by the Ministry of Finance.

**II – CERTIFICATES OF TRANSIT**

1. The Directorate General of Customs can decide that for goods arriving, covered by a bill of lading or transit document issued in a given country but originating from a third, as well as the approval of origin in the form set out in subheading 2, presentation should also be made of a certificate of transit proving that the goods arrived at the first country from the real country of origin. This will be issued on presentation of satisfactory proof.

2. The certificate of transit will be extended by the same authorities and organizations, with the same formalities and conditions as those applying to the certificates of origin, and will be attached to the Customs documentation with the usual proofs of origin, if these are necessary. Non-presentation of the certificate of transit when it is called for will lead to invalidity of the normal proof of origin.

**III – SOURCE OF THE GOODS**

1. Proof of the source of goods, when this formality is legally warranted, will be credited in the following manner:

(a) In maritime traffic, with the consular visa of freight declaration.
(b) In air traffic, with the bill of lading.
(c) In land traffic, with the letter of freight or railway bill.
(d) In general, in other ways decided by the Ministry of Finance.

2. In assorted continuous transports, on sight of the previous document, and on condition that in this, Spain is given as destination, continuity of transport will be assured.

**IV – DISCRETIONAL POWERS OF THE ADMINISTRATION**

In accordance with the present complementary decrees and dispositions, apart from the documentation which should be presented for proof of origin or source of the goods, the Administration will also possess discretional power in the case of doubt established about the stated source or origin, to demand in accordance with the dispositions of national law, as an indispensible condition for the concession of corresponding tax concessions, any sort of complementary proof; amongst others contract, transport documentation, commercial correspondence, and declarations by the producers concerning the type of goods originating from another country and incorporated into the product presented for clearance, and the nature and extent of the changes and treatment made.

**V – PROOF OF ORIGIN OR SOURCE**

The origin or source should be proved in accordance with th which is decreed in the present Appendix, or whatever complementar effects or effects not anticipated in the national legislation relative t customs.

**Second.** The Directorate General of Customs retains the power t apply the complementary detailed notices called for by the putting int effect of that decreed in the present disposition.

**FINAL REGULATION**

The present disposition will take effect from September 1.

**TRANSITORY REGULATION**

When it results more favourably, the modifying resolutions quote above will be applicable to goods which have left their country o origin at a date prior to the date of effect of this disposition.

Following the approval of this Annex the Directorate-Gener of Customs issued Circular Number 570, and paragraph 8 of thi circular reads as follows:

'Until a new order, the document proving origin or immedia source of the goods will not need a Consular visa.'

This is taken to mean that for the time being the Spanish author ties have decided to waive article 2.1.1.4 of Annex Number 6.

## PORTUGAL

### *Amendments to import tariff*

THE PORTUGUESE *Diaro do Governo*, First Series No. 185 o August 9, 1967, published Decree Laws Nos. 47,835 and 47,83 amending the import tariff as follows:

| | | Maximum Tariff Escudos | Minimum Tariff per kg. |
|---|---|---|---|
| 28.32 | Chlorates and perchlorates: | | |
| 01 | Sodium . . . . . | 1·60 | 0·80 |

These customs duties are to be considered as new base duti and supersede those laid down by Article 1 of Decree Law N 43,295 of November 5, 1960.

In accordance with the provisions of Annex G of the Stockhol Convention of January 4, 1960, the programme of reductions to b applied until June 30, 1972, will be as follows:

| | |
|---|---|
| On June 30, 1968 . . . . . | 20 per cent reduction |
| On June 30, 1970 . . . . . | 10 per cent reduction |
| On June 30, 1971 . . . . . | 10 per cent reduction |
| On June 30, 1972 . . . . . | 10 per cent reduction |

As from July 1, 1973, the remaining 50 per cent will be reduce in such a way as to be completely eliminated before January 1980.

Tariff sub-heading 28.32.01 is to be deleted from the list annex to Decree Law No. 43,769 of June 30, 1961.

Decree Laws Nos. 47,835 and 47,836 came into force on Augu 9, 1967.

Inquiries about this notice should be addressed to Export Se vices Branch, Board of Trade, Hillgate House, 35 Old Baile London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

## FEDERAL REPUBLIC OF GERMANY

### *Introduction of Tax on Value Added*

BY A FEDERAL German Law dated May 29, 1967, (Bundesgesetzbl Part I No. 30, dated June 2, 1967, page 545) a Tax on Value Add will be brought into effect in the Federal Republic on January 1968, in place of the present system of Turnover Tax and Turnov Equalization Tax.

An English translation of the new law can be inspected at Exp Services Branch, Board of Trade, Room E11, Hillgate House, Old Bailey, London E.C.4 (Tel. 01-248 5757, Ext. 449).

## Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible.

## *Imports from non-member countries*

THE *Board of Trade Journal* dated March 17, 1967 (pages 738/9) contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported from another member state even though they may be accompanied by a circulation certificate. Details of additions and amendments to this list were published in the *Board of Trade Journals* for March 24 (page 795), May 12 (page 1248), May 19 (page 1326), May 26 (page 1390), June 16 (page 1578), July 28 (page 233), August 4 (pages 290-291) and August 25 (page 489).

The *Journal Officiel des Communautés Européennes* No. 198, dated August 17, 1967, contains the text of Decision No. 67/560/CEE authorizing Germany to exclude the following goods from Community treatment.

| Common Tariff No. | Products | Country of Origin | Period of exception |
|---|---|---|---|
| Ex 03.01 A II b | Fresh, frozen or chilled carp . . . | Yugoslavia | May 15, 1968 |

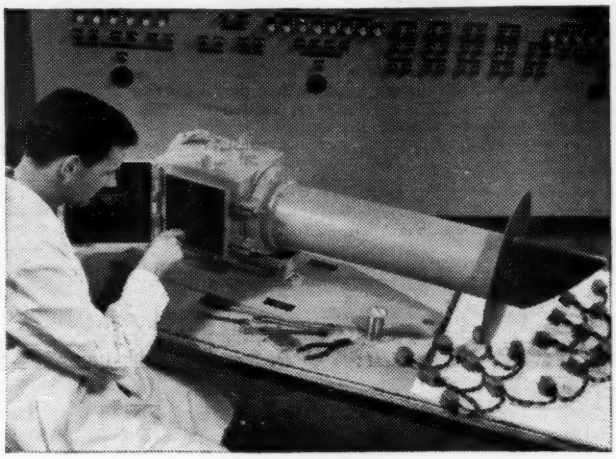
The French text of this Decision may be seen on application to the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

## *Common organization of the market for eggs and egg products*

THE *Board of Trade Journal* dated September 8, 1967 (page 606) contains an announcement about Regulation No. 122/67/CEE which set up, with effect from July 1, 1967, the final market organization for eggs and egg products.

The *Journal Officiel des Communautés Européennes* No. 150,

(*Continued on next page*)



*Assembly of the projector section of an airfield visibility measuring system at the Hitchin works of Eltromet Ltd. for Kent Industrial Instruments Ltd., both members of the George Kent Group. The latter company is supplying the equipment to the specification of the British Meteorological Office for airfield use throughout the world.*

**LETTERS TO THE EDITOR**

*Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*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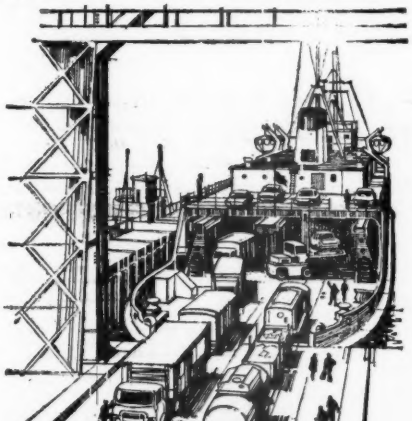

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EEC, *continued*

dated July 12, 1967, contained the text of Decision No. 67/434/CEE which also affects trade in these goods. This concerns the administrative co-operation (use of circulation certificates) to ensure the free movement of products in the eggs, poultry meat, cereals and pig meat sectors.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

## *Common organization of the market for poultry and poultry meat*

THE *Board of Trade Journal* dated September 8, 1967, (page 604) contained an announcement about Regulation No. 123/67/CEE which set up, with effect from July 1, 1967, the final market organization for poultry and poultry meat.

The *Journal Officiel des Communautés Européennes* No. 150 dated July 12, 1967 contained the text of Decision No. 67/434/CEE which also affects trade in these products. This concerns the methods of administrative co-operation (use of circulation certificates), to ensure the free movement of products in the pigmeat, cereal, eggs and poultry meat sectors.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

## *Common organization of the market for pigmeat*

THE *Board of Trade Journal* dated September 8, 1967 (pages 606-607) contains an announcement about Regulation No. 121/67/CEE which set up, with effect from July 1, 1967 the final market organization for pigmeat.

The *Journal Officiel des Communautés Européennes* No. 150, dated July 12, 1967, contains the text of Decision No. 67/434/CEE which also affects trade in pigmeat This concerns the methods of administrative co-operation (use of circulation certificates), to ensure the free movement of products in the pigmeat, cereal, eggs and poultry meat sectors.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

## *Translations of EEC Regulations*

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

| Regulation | Description | Price |
|---|---|---|
| 118/66 | On farm return for the purpose of determining incomes on agricultural holdings | 3s. 6d. (3s. 9d.) |
| 199/66 | Amending Regulation No. 63 determining the emoluments of members of the Commission. | 8d. (11d.) |
| 200/66 | Amending Regulation No. 63 determining the emoluments of members of the Commission. | 5d. (8d.) |
| 1/67 | Laying down the additional amount of the levy on farmyard poultry eggs in shell | 5d. (8d.) |
| 2/67 | Fixing the basic price and the purchase price for cauliflowers | 5d. (8d.) |
| 3/67 | Fixing the basic price and the purchase price for sweet oranges | 5d. (8d.) |
| 4/67 | Fixing the basic price and the purchase price for mandarins | 5d. (8d.) |
| 5/67 | Fixing the basic price and the purchase price for lemons | 5d. (8d.) |
| 6/67 | Fixing the basic price and the purchase price for apples | 5d. (8d.) |
| 7/67 | Fixing the basic price and the purchase price for pears | 5d. (8d.) |
| 8/67 | Fixing levies in the olive oil sector | 5d. (8d.) |
| 19/67 | Limiting the term of validity of certain import and export certificates for compound animal feeding stuffs | 5d. (8d.) |
| 35/67 | Amending Regulation No. 70/66 on carrying out the basic survey in France and Italy | 5d. (8d.) |
| 39/67 | On the advance fixing of the levy and refund for certain products in the cereal sector | 5d. (8d.) |

# GREECE

## *Amendment to the regulations concerning letters of guarantee*

THE GREEK Currency Committee, on September 2, authorized Greek banks to issue, at their discretion, letters of guarantee to foreign suppliers for the following purposes:

1. for payment for goods of all descriptions sold on credit terms that are imported from western countries;
2. for the settlement in due time of shipping documents.

These letters of guarantee may be issued, in each case, up to a maximum of $75,000 plus the interest at the rate in force for imports on credit terms. In the event of the sum covered by the letter of guarantee exceeding $75,000 the application by the party concerned will be forwarded, as in the past, to the Currency Committee for special approval.

The Greek banks are now responsible for ensuring strict compliance with the terms and procedure for the issue of letters of guarantee in the case of goods financed at the time of import by public bodies under special purchasing arrangements.

This amendment to the regulations concerning the issue of letters of guarantee will remain in force until June 30, 1968. It in no way supersedes general import credit rules and affects only the element of credit for imports permitted under those rules. This means that goods on import list F 100 will not be affected and that goods on other lists will be affected only in so far as a credit element transaction is permitted.

Before this amendment came into force the Greeks banks were authorized to issue letters of guarantee, without special approval, only in the following cases.

(a) for payment for commodities in import list P6;
(b) for payment for all goods imported from the Soviet bloc;
(c) for participation of Greek firms in international tenders involving technical work abroad.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E11, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449 and 450).

## *Increase in invoice stamp duty*

THE GREEK Invoice Stamp Duty levied on the c.i.f. value of imported goods has been raised from 1 per cent to 2 per cent. The new rate became effective on June 14, 1967.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449 or 450).

# TURKEY

## *Global import quotas and liberalization lists*

THE FOLLOWING AMENDMENTS should be made to the Turkish import lists published in the *Board of Trade Journal* on August 11, 1967 (pages 370-388) and August 18, 1967 (pages 430-435).

**Global import quotas**

| Page No. | Quota Serial No. | Tariff Statis. No. | |
|---|---|---|---|
| 372 | 92 | 37.03.19 | Add: 'At the disposal of the Ministry of Health' |
| 372 | 99 | 38.19 | In last line of description, substitute 10% for 50% |
| 373 | 157 | 48.01.65 | Add to description: 'cheque papers'. Also substitute 'Ministry of Finance' for 'Bankers' Union' |
| 374 | 180 | 53.01.10 | Add at end of description: 'This quota for XVIIIth and XIXth quota periods' |
| 374 | 199 | 68.06<br>68.13 | Substitute Tariff No. 68.13.90 for 68.13 |
| 375 | 264 | 82.02<br>82.05.10 | Add: 'At the disposal of the Ministry of Industry' |
| 376 | 321 | 85.01.51<br>52<br>53 | Delete description and substitute: 'Electric motors up to 10 h.p. (standard 3-phase, asynchronous motors with auxiliary winding, capacitor fitted motors up to 1 h.p. excluded) |
| 378 | 452 | Miscell. | Importers' quota increased from $1,500 to $2,000 |
| 378 | 453 | Miscell. | Industrialists' quota increased from $50 to $500 |

**Liberalization List I**

| Page No. | Tariff Statis. No. | |
|---|---|---|
| 431 | 40.01 | In description, substitute RSS4 for RSS3 and 4 in second item, and add 'and 3' after RSS1 in third item |

**Liberalization List II**

| | | |
|---|---|---|
| 434 | 85.08 | At end of description, add: 'Spark plugs of all kinds excluded' |

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

## LIBYA

### *Port labour*

ON SEPTEMBER 6, the Tripoli Port Manager authorized local shipping agents to cable their owners informing them that British and American flagships are now acceptable in Tripoli Port.

Earlier notification on this subject appeared in the *Board of Trade Journal* on August 25, 1967, page 479.

## KENYA

### *Customs tariff amendment*

LEGAL NOTICE No. 180 published in the Kenya Official *Gazette Supplement* of August 25, announces the Customs Tariff (Suspended Duty) (Imposition) (No. 4) (Revocation) Order, 1967, the effective date being August 18.

Under this Order the suspended duty in respect of paragraph (d) of item 77 (relating to pipes, piping and tubes) in the First Schedule to the Customs Tariff Act which was imposed by the Customs Tariff (Suspended Duty) (Imposition) (No. 4) Order, 1966 (published in the *Board of Trade Journal* of November 25, 1966, page 1357), is hereby revoked.

**Note:**

The effect of this amendment is to suspend the duty on these items.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

## REPUBLIC OF SOUTH AFRICA

### *Customs tariff application*

CUSTOMS TARIFF APPLICATION List No. 445, published in the South African Government Gazette of September 8, contains an application to the Board of Trade and Industries for increase in duty on:

(a) paperboard with a basis weight per square metre of not less than 600 grammes, but not more than 3,500 grammes, and with a value for duty purposes per 2,000 lbs. exceeding R160, but not exceeding R200, in rolls or in sheets (whether or not moulded), of a kind used primarily for the manufacture of travel goods, from free of duty to 10 per cent *ad valorem;* and

(b) paperboard, embossed, painted or varnished, with a basis weight per square metre of not less than 600 grammes, but not more than 3,500 grammes, and with a value for duty purposes per 2,000 lbs. exceeding R160, but not exceeding R240, in rolls or in sheets (whether or not moulded), of a kind used primarily for the manufacture of travel goods, from free of duty to 10 per cent *ad valorem.*

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1850/67.

## GHANA

### *Import licensing*

IN A NOTICE PUBLISHED in the Ghana *Commercial and Industrial Bulletin* of August 18, the Import Licensing Procedures for the Calendar Year, 1968, were announced. For the purpose of restricting imports three types of licence will operate:

(a) Open General Licence,
(b) Specific Licence, and
(c) Special Un-numbered Licence.

An Open General Licence permits an importer to order and bring into Ghana any goods covered by the particular Open General Licence from any country without further written authority from the Controller of Imports and Exports. With effect from January 1, 1968, the following are the Open General Licences authorized:

*Open General Licence No.* 1—This authorizes the imporatation of the following items:

(a) bona fide trade samples, provided that the quantities are not excessive in relation to the nature of the goods concerned;
(b) personal or household effects of crews or passengers arriving in Ghana;
(c) gifts addressed to individuals, provided that they are unsolicited gifts and not imported as merchandise or for sale or that the weight or value does not exceed 22 lb. gross or NC72.00 respectively.

*Open General Licence No.* 2—This authorizes the imporatation of the following:

(a) single copies of books, newspapers, magazines and periodicals;
(b) live animals for domestic pets and not for sale.

*Open General Licence No.* 3—This authorizes the imporation of the following:

Cattle, sheep, goats and other livestocks.

*Open General Licence No.* 4—This authorizes the importation of headloads of foodstuffs from neighbouring African countries for personal use or sale.

*Open General Licence No.* 5—This authorizes the imporation of all medicinal and pharmaceutical products.

*Importers are, however, advised that before placing orders, they must obtain permits from the Pharmacy Board of the Ministry of Health, PO Box M.44, Accra.*

*Open General Licence No.* 6—This authorizes the importation of the following items:

| *Customs Item No.* | *Description of Commodity* |
|---|---|
| 321 | Coke and semi-coke of coal and their briquettes. |
| 512–090 | Other organic chemicals (e.g. enzymes, function compounds, n.e.s.). |
| 512–100 | Hydrocarbons (including styrene and cyclopropane) and their halogenated, sulphonated, nitrated or nitrosated derivatives. |
| 512–310 | Ethers, ether alcohols, ether phenols, alcohol peroxides and ether peroxides and derivatives. |
| 512–500 | Acids and their halogenated, sulphonated, nitrated or nitrosated derivatives (e.g. acetic acid; amyl acetate, benzoic acetate, butyl acetate). |
| 513–200/310/340/330 | Chemical element n.e.s., e.g. chlorine and mercury, hydrochloric, sulphuric and nitric acids. |
| 513–500 | Metallic oxides of kinds principally used in paints. |
| 513–609 | Other inorganic bases and metallic oxides, hydroxides and peroxides. |
| 514–240/310/390 | Sulphates, cyanides and other metallic salts and peroxysalts of inorganic acids. |
| 514–250 | Nitrites and nitrates. |
| 514–280 | Soda ash. |
| 513–532 | Synthetic organic dyestuffs, dyeing and tanning extracts and synthetic tanning materials. |
| 533–100 | Colouring materials other than coaltar origin, n.e.s. |
| 533–200 | Printers' ink. |
| 561 | Fertilizers, manufactured. |
| 571–120 | Prepared explosives other than propellant powders. |
| 571–210 | Mining, blasting and safety fuses. |
| 571–229 | Detonating caps, igniters and detonators, n.e.s. |
| 571–300 | Pyrotechnical articles excluding fireworks. |
| 599–220 | Insecticides excluding mosquito coils. |
| 599–230 | Fungicides. |
| 599–581 | Prepared glues (including fish glues, casein glues, etc.). |
| 599–680 | Creosote, wood tar and wood oils for preserving timber. |

*Importers of item* 571–120/210/229/300 *are, however, advised that*

(*Continued on next page*)

GHANA, *continued*

*before placing orders they must obtain permits from the Chief Inspector of Mines, Mines Department, PO Box 254, Takoradi.*

*Open General Licence No.* 7—This authorizes the importation of the following:

| *Customs Item No.* | *Description of Commodity* |
|---|---|
| 655–621 | Fishing netting of cordage twine or rope. |
| 671–200 | Pig iron. |
| 695–120 | Matchets. |
| 695–190 | Other hand tools of a kind mainly used in agriculture or forestry. |
| 695–200 | Hand saw and saw blades. |
| 695–220 | Pliers, pincers, spanners, wrenches, metal cutting sheets, files, rasps, etc. |
| 695–250 | Cutting blades for machines. |

*Open General Licence No.* 8—This authorizes the importation of the following spare parts:

| *Customs Item No.* | *Description of Commodity* |
|---|---|
| 711–590 | Parts of internal combustion engines, including parts of diesel and semi-diesel engines, excluding parts of aircraft engines. |
| 711–540 | Outboard motors. |
| 712–100 | Agricultural machinery and appliances for preparing and cultivating the soil. |
| 714–920 | Parts of office machinery, n.e.s. (714–100 to 714–919). |
| 717–330 | Parts of sewing machines (other than the metal block). |
| 719–160 | Furnace burners, industrial and laboratory burners. |
| 719–540 | Parts and accessories of machine-tools. |
| 719–700 | Ball, roller or needle-roller bearings. |
| 719–990 | Machinery parts, non-electrical, n.e.s. |
| 722–190 | Parts of electrical apparatus and machinery of 722–110 to 722-160. |
| 729–112 | Cells in single units. |
| 729–121 | Accumulators. |
| 729–300 | Thermionic valves and tubes, transistors, etc. |
| 729–410 | Starting and ignition equipment for internal combustion engines. |
| 729–420 | Lighting equipment for vehicles. |
| 729–980 | Electrical parts of machinery and appliances n.e.s. |
| 731–700 | Parts of railway rolling stock (except electrical parts, internal combustion engines and parts thereof) not assignable to specific classes. |
| 894–411 | Fish hooks. |
| 894–419 | Floats, corks, rods and other parts of fishing nets. |
| 732–800 | Spare parts for motor vehicles excluding chassis, cylinder blocs or engines, tyres and tubes. |
| 732–900 | Parts solely for use of mopeds, autocycles, scooters and motor cycles, excluding frames. |
| 733–120 | Parts of vehicles of item 733–110 and 733–400. |
| 861–990 | Parts and accessories of items under 729–510; 729–520; 861–819; 861–820; 861–960; 861–970. |

Unless otherwise stated, or the goods are imported under Foreign Aid Agreements, payment for all goods imported under Open General Licences will be in 180 days' credit.

**Specific Licences:**

The importation of all items not permitted under the authority of the Open General Licences are subject to the issue of Specific Licences. These are issued on application received from importers. *Only applications from importers who have registered with the Ministry of Trade will be entertained.*

**Special Un-numbered Licences:**

Special Un-numbered Licences are issued to cover the importation of goods (except those which are prohibited or restricted) for which payment has been made by the importer in the country of origin or consignment. In such cases no transfer of foreign exchange by the Bank of Ghana is involved. Except in very special cases the use of Special Un-numbered Licences for the importation of goods in commercial quantities or values is not permitted.

The notice specifies the form in which applications for licences should be made.

Except under special circumstances no application will be entertained for licences for the importation of the following goods:

| *Customs Item No.* | *Description of Commodity* |
|---|---|
| 011–400 | Poultry, killed or dressed, including canned poultry. |
| 012–110 | Bacon. |
| 012–120 | Ham—fresh, frozen, not canned. |
| 013–400 | Sausage—fresh, frozen, not canned. |
| 025–010 | Eggs in shell. |
| 031–110 | Fish—fresh, chilled or frozen, not caught by Ghanaian-owned vessels. |
| 048–450 | Cakes. |
| 048–490 | Other bakery products. |
| 051 | Fruits, fresh and nuts not including oil nut fresh or dried. |
| 052 | Dried fruits including artificially dehydrated. |
| 053 | Fruits preserved and fruit preparations (except 053–310 tomato puree and paste; 053–500 fruit juices unfermented). |
| 054 | Potatoes. |
| 062–010 | Sugar confectionery not containing cocoa. |
| 071 | Group coffee. |
| 072 | Cocoa. |
| 099 | Food preparations (except 099–060 natural yeasts and prepared baking powder; 099–070 vinegar and substitutes of vinegar except 099–099 baby foods). |
| 11–000 | Water (including spa water and aerated water) ice and snow; lemonade and flavoured water non-alcoholic. |
| 112 | Group alcoholic beverages. |
| 122–200 | Cigarettes. |
| 292–700 | Cut flowers and foilage. |
| 332–120 | Motor spirit (gasoline and other light oils for similar uses) including natural gasoline n.e.s. |
| 332–210 | Lamp oil (kerosene; illumination oil). |
| 332–310 | Gas oil. |
| 332–320 | Diesel oil. |
| 341–110 | Butane gas. |
| 422–200 | Palm oil. |
| 422–300 | Coconut (copra) oil. |
| 553–200 | Toothpaste. |
| 553–300 | Powder. |
| 553–900 | Incense on sticks. |
| 554–110 | Toilet and saving soap. |
| 554–130 | Soap (common washing flake) powder and soft. |
| 554–300 | Floor and shoe polishes. |
| 581–050 | Polyether foam. |
| 599–230 | Mosquitoe coils. |
| 629–980 | Foam rubber. |
| 629–010 | Composition rubber sheets, rubber soles, rubber heels, rubber mats, rubber straps and microporous sheet. |
| 631–200 | Plywood and veneered sheets and panels. |
| 631–400 | Artificial or reconstituted wood (improved wood and particle boards). |
| 632–100 | Boxes, canes, crates and parts thereof, wood. |
| 632–710 | Pictures and mirror frames of wood. |
| 632–890 | Other articles of wood. |
| 642–110/990 | Paper bags, cardboard boxes and other containers of paper or cardboard other than colour printed paper containers. |
| 642–200 | Envelopes, paper in boxes, packets, etc. |
| 642–300 | Exercise books. |
| 642–931 | Toilet papers. |
| 652–653 | Cotton Fabrics grey unbleached. |
| 656–911 | Cotton Towels. |
| 664–030 | Sheet (window) glass, plain unworked in rectangles (other than plate). |
| 662–420 | Roofing tiles, chimney pots and liners, etc. |
| 665–111 | Bottles for beer and soft drinks. |
| 684–221 | Aluminium sheets. |
| 691–200 | Window louvres (aluminium) assembled or unassembled. |
| 694–110 | Wire nails other than roofing nails, tacks (staples of iron and steel). |
| 694–210/220 | Copper, iron and steel screws for wooden products. |
| 697–211 | Domestic utensils (kitchen-ware) of iron and steel enamelled, excluding bath tubs, equipment and apparatus for use in hospitals. |
| 691–219 | Cast iron pot. |
| 698–940 | Domestic utensile of aluminium. |
| 698-860 | Name plates, sign plates, etc. |
| 724–210 | Transistor radios. |
| 821 | Group furniture. |
| 831–010 | Travel goods (travelling bags, dressing cases, suit cases, trunks, shopping bags, haversacks, packs and similar articles) of fibre, artificial leather and canvas. |
| 841-011 | Skirts and blouses. |
| 841-013 | Ready-made suits for men. |
| 841–431 | Singlets knit or made of knitted fabric sleeveless. |
| 841–432 | Cotton Shirts of knitted or crocheted fabric. |
| 841–433 | Shirts of man-made fabrics, knitted or crocheted. |
| 841–434 | Other shirts of knitted or crocheted fabrics. |
| 842–000 | Articles of fur skins and artificial fur and articles thereof. |
| 851 | Group footwear. |
| 891–111/199/222 | Gramophone records. |
| 893 | Group articles of plastic materials. |
| 899–080 | Wigs. |
| 899–310 | Candles. |

| | |
|---|---|
| 899–321 | Matches in boxes. |
| 899–410 | Sunshades and umbrellas. |
| 899–420 | Walking sticks, canes, etc. |
| 899–540 | Combs, made of plastic and wood. |

**Note:** The symbol C should read in this notice as Ȼ for Cedi.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

## LEBANON

## *Re-exportation of imported goods*

THE *Board of Trade Journal* of June 2, 1967, reported the cancelation of Lebanese regulations allowing the refund of customs duty following the re-exportation of imported goods.

A recent decree (No. 7970 of August 8, 1967) has restored the previous conditions allowing a refund of duty on re-exported goods. The only significant change in the new decree is a stipulation that duty will only be refunded on goods re-exported within three years of the date of their importation.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221), quoting reference CRE 659/G.

## *Anti-dumping legislation*

THE LEBANESE GOVERNMENT has recently passed new legislation (Decree No. 31 of August 5, 1967) to deal with dumping.

Briefly, dumping is deemed to have occurred if the export price of goods imported into the Lebanon is:

(a) less than the wholesale price in the country of origin
(b) less than the export price to a third country, or
(c) less than the estimated production cost plus reasonable profits and distribution costs.

Allowances are made for prices which are affected in the country of origin by local taxes or by the amounts of the products which are sold there. However, where it is established that dumping is taking place dumping taxes will be imposed.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221), quoting reference CRE/659/G.

## *Exports of certain types of animal feed*

THE REGULATION banning the export from Lebanon of certain types of animal and poultry feed (barley, maize, corn, bran, cracked wheat, cotton seed cake, linseed cake, beetroot cake and chaff) for one year (reported in the Board of Trade Journal of August 25, 1967) has now been cancelled and the goods mentioned are subject to the export licensing system.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877), quoting reference CRE 659/G.

## 'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

*A booklet containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.*

*Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel. 01-248 5757, Ext. 491 (Telex 25977), or from any Board of Trade Regional Office.*

## *Customs tariff*

THE FOLLOWING AMENDMENTS have been made to the Lebanese Customs Tariff:

| Heading No. | Description of goods | Basic for collection | Normal Tariff |
|---|---|---|---|
| 10.04 | Oats | *ad valorem* | Free |
| 44.09 | Hoopwood; split poles; piles, pickets and stakes of wood, pointed but not sawn lengthwise; chipwood; wood shavings of a kind suitable for use in the manufacture of vinegar or for the clarification of liquids: | | |
| | 22b. Chipwood of beech, willow, poplar, ayous (samba), wawa and oziko, of a length exceeding 150 cm., of a width not exceeding 17 cm. and of a thickness of 3 mm. inclusive, and battens, of a length not exceeding 150 cm. and of a width and thickness not exceeding 25 mm. intended for the manufacture of reinforced fruit-packing cases | *ad valorem* | Free |
| | 32c. Other | *ad valorem* | 18% |
| 48.09 | Building board of wood pulp or of vegetable fibre, whether or not bonded with natural or artificial resins or with similar binders: | | |
| | 11a. Board of wood pulp of a length of 153 cm. or less, of a width of 30 cm. or less and of a thickness of 5 cm. or less, intended for the manufacture of fruit-packing cases | *ad valorem* | Free |
| | 21b. Other | *ad valorem* | 18% |
| 49.09 | Picture postcards, Christmas and other picture greeting cards, printed by any process, with or without trimmings: | | |
| | 11a. Printed postcards, cut or uncut | *ad valorem* | 50% |
| | 21b. Other | *ad valorem* | 36% |
| 49.11 | Other printed matter, including printed pictures and photographs: | | |
| | 45e. Pictures, cut or uncut, intended clearly for postcard making | *ad valorem* | 50% |
| | 52f. Other | *ad valorem* | 18% |
| 62.02 | Bed linen, table linen, toilet linen and kitchen linen, curtains and other furnishing articles: | | |
| | B.3 Of cotton: | | |
| | 71a. Bedspreads (summer type) (1) | *ad valorem* | 21% |
| | 78b. Other | *ad valorem* | 28% |
| | The duty not to be less than the specific duty on the component fabric increased by 20%. | | |
| | 82 4 Other | *ad valorem* | 18% |
| 71.02 | Precious and semi-precious stones, unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport): | | |
| | a. Diamonds: | | |
| | 12.1. Unworked | *ad valorem* | Free |
| | 19.2. Polished or worked | *ad valorem* | 2% |
| | 32.c. Other | *ad valorem* | 4% |
| 84.22 | Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes, jacks, pulley, tackle, belt conveyors and teleferics), not being machinery falling within heading No. 84.23: | | |
| | d. Motorized under frames, self-propelled, of the tractor type (2) | *ad valorem* | 1% |
| | 42e. Other | *ad valorem* | 7% |
| 84.23 | Excavating, levelling, tamping, boring and extracting machinery, stationary or mobile, for earth, minerals or ores (for example, mechanical shovels, coal-cutters, excavators, scrapers, levellers and bulldozers); pile-drivers, snow-ploughs, not self-propelled (including snow-plough attachments): | | |
| | 28b. Motorized underframes, self-propelled, of the tractor type (2) | *ad valorem* | 1% |
| | 32c. Other | *ad valorem* | 7% |
| 90.10 | Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this chapter; photocopying apparatus (contact type); spools or reels for film, screens for projectors: | | |
| | 11a. Intended for the cinematographic industry (1) | *ad valorem* | 1% |
| | 21b. Apparatus intended for industrial photographic laboratories (1) | *ad valorem* | 1% |
| | 32c. Apparatus for the printing of pictures by touch, of all types used in type composing and block-making workshops (1) | *ad valorem* | 1% |
| | 39d. Other | *ad valorem* | 21% |
| 92.12 | Gramophone records and other sound or similar recordings; matrices for the production of records, prepared record blanks, film for mechanical sound recording, prepared tapes, wires, strips and like articles of a kind commonly used for sound or similar recording: | | |
| | 29c. Sound-recording media: | | |
| | 321. For educational purposes (2) | *ad valorem* | Free |
| | 33 2. Television films and tapes carrying both picture and sound together (vidiotape) | Kgm. net | 2,500 P. |
| | Reconstruction Tax | Kgm. net | 1,000 P. |
| | 38 3. Other | *ad valorem* | 28% |

(1) Customs Administration will determine the specifications of goods falling within this sub-heading.

(2) Duty reduction applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 457).

## SINGAPORE

### *Removal of import control*

SINGAPORE GOVERNMENT GAZETTE No. 53 dated August 7, 1967, states that, with effect from August 5, 1967, the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, is amended by the deletion of Hydrochloric Acid.

The effect of this amendment is that a specific licence is no longer required for the above-mentioned item.

## MALAYSIA

### *Pioneer Industries Ordinance, 1958*

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has announced that the following industries and products have been declared pioneer industries and pioneer products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958.

| Industries | Products |
|---|---|
| Manufacture of fabricated structural shapes | Slotted steel angle |
| Chemicals | Disodium methane arsonate and monosodium acid methane arsonate |
| Manufacture of agricultural machinery and implements | Power driven threshers, dryers, shellers |
| Primary iron and steel milling | (i) Alloy steel<br>(ii) Manganese steel<br>(iii) Carbon steel<br>(iv) Stainless steel<br>(vi) Spring steel |

The proposals to designate these products were announced in the *Board of Trade Journal* of January 29, 1965, page 244, and July 7, 1967, page 66. Inquiries regarding pioneer industries legislation should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 1237/4/G.

## BRAZIL

### *Changes in Customs tariff rates*

IT HAS BEEN reported by HM Embassy at Rio de Janeiro that the Customs Policy Council has published resolution No. 480 in the *Diario Oficial* of July 31, 1967, making the following alterations in the customs tariff:

| Tariff No. | Item | Duty |
|---|---|---|
| 29.23.007 | Any other amino-alcohols; halogenated, nitrated or sulphonated derivatives of amino-alcohols, not specified, nor included in any other part: | |
| 01 | Nitrobase | 20% |
| 02 | Any other | 10% |
| 29.44.004 | Chloramphenicol | 40% |

## UNITED STATES

### *Customs invoices*

THE *Board of Trade Journal* on May 21, 1965, gave notice that the United States Bureau of Customs proposed to revise the Special Customs Invoice (Form 5515) and that, pending the revision, the form would be accepted without completion of questions 8 and 9 (relating to costs of 'assists' and anti-dumping law).

The Bureau of Customs has announced its intention to dispense with the Special Customs Invoice (Form 5515) and to require in its place a 'Customs Invoice' consisting of a commercial invoice setting out all information required by Section 481(a) of the Tariff Act, 1930, and containing certifications by the seller or shipper and by the purchaser or consignee or their agents. It is also proposed that the time allowed for the production of a required customs invoice or a commercial invoice not produced on the date of entry be 60 days instead of six months, and to increase the minimum amount of liquidated damages which may be assessed for non-production of the required invoice from $25 to $100.

*The first consignment of Rotork Syncropak, sealed-unit electric valve actuators, being made ready at the company's Bath works for despatch to the firm's sales subsidiary at West Babylon, New York. The subsidiary was formed in June as the spearhead of Rotork's first major sales drive throughout America.*

The proposed content of the new form of invoice provides for substantially the same information as required by the existing special Customs Invoice Form 5515. Questions relating to the United States anti-dumping law are not proposed, but a full disclosure in so far as they may relate to prices shown in the invoice will be required for discounts or additions; commissions; special relationship (such as common ownership or control, exclusive agency or distributorship); special considerations (including warranty, guarantee, advertising or other special allowance, royalties, patents, etc.); and assists (i.e. material, labour, tools of production, or other considerations of determinable value furnished to the manufacturer or seller by the purchaser or any other party to the transaction). Additionally, the name and address of the manufacturer or producer will be required to be shown where he sells or offers the goods for sale, but is not the seller or shipper named on the invoice.

It is proposed that the invoice should be certified by the seller, shipper or agent as to the accuracy of content, and unless otherwise noted, that no rebates, bounties, drawbacks or other grants will be received and that the current home market and current export price are no different than the invoice price. The purchaser, consigner or agent will be required to certify the invoice as being correct to the best of his knowledge and confirm that, unless otherwise noted, no discounts or additions, commissions, assists, etc., feature in the transaction.

Prior to final action on the above proposals, consideration will be given to relevant data views or arguments which are submitted in writing to the Commissioner of Customs, Washington DC 20226 and received not later than October 22. No hearings will be held.

Copies of the detailed proposals may be obtained from the Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

### *Barbers' chairs — investigation*

THE *Board of Trade Journal* of August 18 gave notice of an investigation by the United States Tariff Commission to determine whether barbers' chairs are being imported into the United States in such quantities as to cause or threaten to cause, serious injury to the United States domestic industry.

It has now been announced that the public hearing which was

to have been held on October 31 in connection with this investigation, has been postponed until 10 a.m. EST on November 7, 1967.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

## *Labelling of hazardous substances*

THE UNITED STATES COMMISSIONER of Food and Drugs has amended the regulations under the United States Federal Hazardous Substances Act by exempting the following from classification as 'banned hazardous substances':

'Liquid fuels containing more than 4 per cent by weight of methyl alcohol that are intended and used for operation of miniature engines for model aeroplanes, boats, cars, etc.'

This amendment came into effect on August 29, 1967.

Inquiries about this notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

# AUSTRALIA

## *By-law admission calf vealer leather*

IN THE *Board of Trade Journal* dated March 4, 1966 (page 521) details were given of the reference made by the Australian Minister for Customs and Excise to the Tariff Board regarding by-law admission to be accorded to calf vealer leather.

In a report dated May 26, 1967, the Tariff Board has recommended as follows:

(i) that calf vealer leather for use in the manufacture of shoes, other than calf vealer leather described in (ii) below should not be admitted under by-law;

(ii) that calf vealer leather for use in the manufacture of shoes being leather imported into Australia during the period July 1 to December 31 1965 inclusive should be admitted under by-law.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 557/66.

## *Dumping duties*

ETHYLENE OXIDE derivatives and suspension file holders, including parts and accessories therefore, have been made the subject of dumping duties under the Australian Customs (Dumping and Subsidies) Act, 1961-65.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting respectively reference Nos. 2636/65 and 7272/65.

# JAMAICA

## *Industrial Incentives Law, 1956*

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

(a) Natural cheese.
(b) Processed cheese.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

*The Australian Royal Flying Doctor Service in New South Wales recently took delivery of its latest aircraft – a twin engined Beagle 206 S. A second Beagle 206 S for the NSW Flying Doctor Service is already in Australia being fitted out and will be handed over shortly. Lord Casey (right), the Governor-General of Australia, and Lady Casey (centre) who happened to be on the tarmac nearby, made an unofficial inspection.*

## *Export Industries Encouragement Law, 1956*

THE FOLLOWING PRODUCTS have been declared approved products for the purposes of the above law in Jamaica.

(i) City street maps produced by the use of aerial photography, photogrammetry, drafting and printing;
(ii) Automobile fittings made from metal tubes, sheets and sections;
(iii) Tables made from sheet-metal and steel tubing.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journals* dated July 7, 1967, page 70, and June 16, 1967, page 1594.

Applications for the status of 'approved product' and 'approved maufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

### EXPORT INQUIRIES

*Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

*It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 633 of this issue.*


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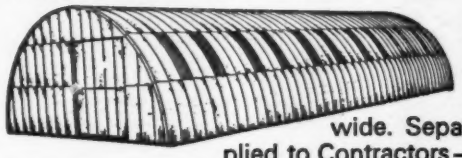

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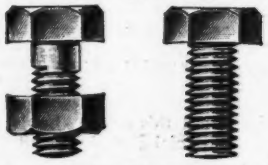

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**SHIPPING AND FORWARDING AGENTS.** Advertiser would like to hear from London Shipping and Forwarding Agents who could provide office accommodation for staff of two and also certain office services. Box M.11306.

## *Index to statistics published regularly in the Board of Trade Journal*

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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| **Industrial production:** | |
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| N. Ireland index (M) | 1 Sept. 1967 |
| **Insurance companies:** | |
| Assets (A) | 4 Aug. 1967 |
| Transactions (Q) | 8 Sept. 1967 |
| Investment and earnings overseas (A) | 30 June 1967 |
| Laundries and dry cleaners turnover (M) | This week |
| Machine tools deliveries and orders (M) | 18 Aug. 1967 |
| **Man-made fibres:** | |
| Analysis of production (A) | 7 April 1967 |
| Analysis of production (Q) | 30 June 1967 |
| Deliveries (Q) | 5 May 1967 |
| Production (M) | 8 Sept. 1967 |
| **Motor industry:** | |
| Car and commercial vehicle production (M) | 25 Aug. 1967 |
| Motor trades turnover (M) | 1 Sept. 1967 |
| Nationalized industries overdrafts (M) | 1 Sept. 1967 |
| Partnerships registered (A) | 10 Feb. 1967 |
| **Pension funds:** | |
| Assets (A) | 7 July 1967 |
| Transactions (Q) | 1 Sept. 1967 |
| Retail prices index (M) | 25 Aug. 1967 |
| **Retail trade:** | |
| Index nos. (M) | 8 Sept. 1967 |
| N. Ireland index (M) | 1 Sept. 1967 |
| Royalty transactions (A) | 21 July 1967 |
| Shipping movement at UK ports (M) | 8 Sept. 1967 |
| **Stocks:** | |
| Distributive and service trades (A) | 30 Dec. 1966 |
| Manufacturers', wholesalers' and distributors' (Q) | 8 Sept. 1967 |
| Retail (M) | 8 Sept. 1967 |
| **Television:** | |
| Overseas payments and earnings (A) | 6 Jan. 1967 |
| **Textiles:** | |
| Clothing and textile orders and deliveries (M) | 25 Aug. 1967 |
| Cotton production (M) | 25 Aug. 1967 |
| Wholesale houses sales (M) | This week |
| Wool exports (Q) | 25 Aug. 1967 |
| Wool output (M) | 25 Aug. 1967 |
| **Tourism:** | |
| International tourism (A) | 16 Sept. 1966 |
| UK tourist traffic (M) | 1 Sept. 1967 |
| **Wholesale prices:** | |
| Average prices of selected commodities (A) | 24 Feb. 1967 |
| Index nos. (M) | This week |

| **Board of Trade Departments, etc.** *Subject* | *Last published* |
|---|---|
| Board of Trade addresses | 18 Aug. 1967 |
| Board of Trade organization | This week |
| British and Commonwealth chambers of commerce and other British business organizations overseas | 11 Mar. 1966 |
| British commercial representatives overseas | 1 Sept. 1967 |
| Directory of Board of Trade departments and their work | 26 May 1967 |
| ECGD local offices | This week |
| Official Receivers' Offices | 16 Dec. 1966 |
| United States consular offices in the UK | 17 June 1966 |

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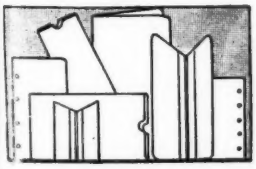

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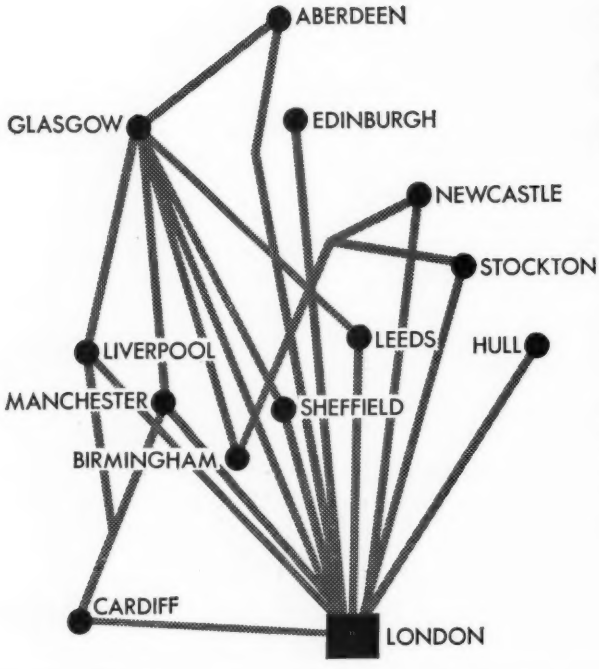


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